

SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants,
Household Insecticides, Cleaning Preparations, Polishes and Allied Products
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VOLUME THREE

SEPTEMBER, 1927

NUMBER ONE

Unco Sapodors

(Reg. U. S. Pat. Off.)

THESE are staple soap perfume bases. The problem of perfuming soaps presents many difficulties, and what may be an excellent base for a perfume, powder or cream, is not suitable in soaps. Devising of the proper perfume element for soaps is a specialty in itself, and was well established in 1853 by the founder of the House of Ungerer.

BASED on these years of experience, we have perfected these *Sapodors*. Their odor will not fade away in the soap and they may be modified according to individual tastes. They are strong and lasting, one pound being sufficient for 100 pounds of soap. Save heavy experimental costs by using these satisfactory bases.

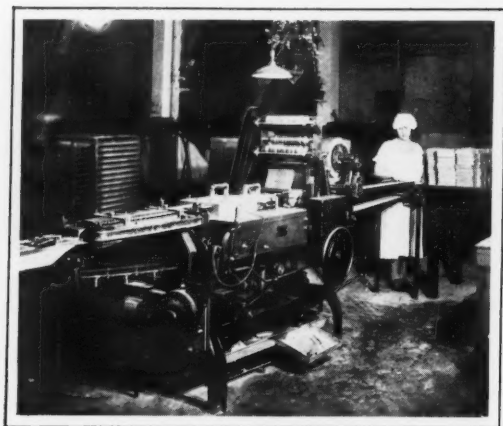


Ungerer & Co.

NEW YORK

"Our Quality is Always Higher Than Our Price"

One AMF Wrapping Machine



saves \$14,000 per year

THE following extract from an impartial engineer's report tells the story of AMF wrapping machines in the chewing gum industry. The report was approved by Mr. W. E. Smith, Factory Superintendent of Clark Brothers Chewing Gum Company at Pittsburgh, Penna.

"Every 24 package box of Clark's Teaberry Gum is automatically wrapped and heat-sealed by an AMF wrapping machine. This gives a neat, attractive, moisture-and-dust-proof package which keeps the gum fresh for a long period. The machine wraps and seals 75 boxes per minute, taking care of a total production of nearly 5,000,000 sticks per day.

"Only one girl is required to operate the machine. When the boxes were wrapped by hand, an expert girl could wrap 2,500 boxes per day. The present production would require 14 to 15 such girls, so the machine is saving over \$14,000 a year in labor alone.

"The machine is also very economical in its use of paper. It cuts the paper to the exact size to fit the box, wasting not over 3 to 4 lbs. a day, or about one quarter the former waste.

"The parent company, the D. L. Clark Company, also uses an AMF wrapping machine, with which one girl wraps and labels 28,800 bars of candy a day. Girls formerly got 3 cents a box for this work, so the labor saving here exceeds \$10,000 a year.

"To meet increased production of The Teaberry Gum, a second AMF machine is being installed—of left-hand construction—so that one girl can feed both machines."

Perhaps AMF engineers can help you solve *your* packing problems also.

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SOAP

The Editor's Page

Volume Three
Number One

The Woodbury Injunction

THE recent decision by the United States Circuit Court of Appeals in the case of the Andrew Jergens Company versus the Bonded Products Corporation in the matter of using the name "Woodbury" as a designation or title for a facial soap bears out previous decisions in similar cases. Soaps manufactured by the Bonded Products Corporation for William A. Woodbury, who happens to be a relative of the original John H. Woodbury of Woodbury facial soap fame, were labelled prominently with the name "Woodbury." The Jergens company maintained that inasmuch as they owned the name and rights to Woodbury Facial Soaps, this use of his name on soap labels by William A. Woodbury confused the products in the public mind and was injurious to Jergens' business. They sued in the United States District Court over a year ago and were partially sustained in their contentions. The decisions, however, did not satisfy and they appealed to the Circuit Court of Appeals for a broader injunction against the manufacturer who was producing the soaps for William A. Woodbury. The broad character of the recent injunction by the higher court is the significant result of the appeal, and culminates twenty years of varied litigation in which the Woodbury name has been involved.

A man by the name of Woodbury has been enjoined from using his own name as a title for certain soaps. Somebody else has used the name before and at considerable expense either in a purchase price or in exploitation has popularized a product under that name. Because of that, the Court holds, the name in its specific connection is their property. Nobody else has the right to use the title in its specific connection even though their family name be the same. The individual of identical name, however, may use it as a title for his firm or business and it may appear on the wrapper or box of his product, but not as the title or designation of the item, and only in inconspicuous places.

This is the latest decision of its kind. As it has been handed down by the court of Ap-

peals, and as the United States Supreme Court seldom grants petitions for appeals in cases of this character, the decision is undoubtedly final. It follows the Chickering piano and the Westphal hair tonic cases as strong legal proof that a man's name is not his own to do with as he sees fit. If he be so unfortunate as to be born late, after somebody else has popularized the name in connection with a certain product, he has in fact been shorn legally of any right to his name as a designation for like or similar goods.

The Rosin Marketing Committee

THE soap industry is now represented on the committee which has been in existence for some time with a view to bringing about a simplification of the present methods of marketing rosins. Representatives of the paint and varnish industries and of the paper manufacturers have been at work for close to a year in conjunction with prominent factors in the naval stores industry to solve if possible the problem of selling rosins on a net weight basis and of standardizing tare weights of rosin barrels. Some months ago, at the request of the paint and paper trade associations, we sent a questionnaire to the soap industry to secure the views of soapmakers on these rosin problems. The response was almost one hundred percent and gave the committee, then lacking in soap industry representation, a concise idea of what the soapmaker wanted. With this consolidated data from the three largest rosin consuming industries, a member of the committee went before the annual meeting and presented a composite report telling what rosin consumers desired.

At the time this joint rosin committee began to function, we were requested by the paint and the paper people to urge upon a number of the large soapmakers that one of them send a qualified representative, well-versed in rosin problems, to act for the soap industry, unofficially if need be, but nevertheless to act. The fact that this committee is now ready to present a united front to the rosin producers and that a

soap man is one of its three members, is gratifying.

To change customs in vogue for generations is not an overnight job. This committee can do a great deal, although it is bound to take time. It has the backing of perhaps eighty percent of the rosin consumption of the country. For this reason, its prestige should carry it far. Already the rosin factors have listened and expressed a willingness to co-operate where in previous years spasmodic agitation was either ignored completely or smiled upon indulgently. That there is needed change in the present antiquated method of packing and marketing rosins, is a certainty. Although changes will come slowly, unified effort by the joint committee seems like the surest method of securing positive results.

What Can They Find Out?

THE Federal Trade Commission, in its contemplated investigation of resale price maintenance, has without question planned a real job for itself. After years of court fights, decisions, reversals and appeals,—legal battles which have been carried right up to the United States Supreme Court,—and the expenditure of thousands of dollars in costs, the legal status of price maintenance is still not fully determined. Economists disagree sharply as to the merits of enforcing resale price schedules. Some manufacturers would like to see complete price maintenance; others are opposed or do not care much one way or the other.

There are so many angles to the price maintenance situation, the whole subject is so completely involved, and such a mass of data has already accumulated that it is difficult to see where the Commission is going to begin or what it can bring out which has not already been brought out. Apparently, the Commission is going to start from scratch in an independent investigation, to find out the facts uncolored by prejudice or previous testimony.

Anybody who has any interest in resale price maintenance whatsoever, has this interest undoubtedly because of some connection either directly or indirectly with retail marketing of merchandise. Most of these interests are purely selfish. If a small retailer testifies at a Commission hearing, he will be strongly in favor of price maintenance, because it would permit him to compete with large department, chain, and other large stores on a better basis. On the other hand, the chain store, the bargain store, the price-cutter, would oppose it as one of his strongest sales arguments would be removed. Some manufacturers favor price maintenance because in it they see a solution of

some of their distribution problems and the elimination of retail price-cutting which injures the reputation of their merchandise and casts suspicion upon the sales policies of the house. Others do not care much, as long as they are able to move the bulk of large production, just how they secure the results.

If the commission is able to conduct a true investigation, to ferret out the facts stripped of bias, and to present when finished a real summary in which the finger of no interested faction can be traced, it will do well. But, does this not come close to the impossible?

No Need For Crepe

THE leading editorial recently in one of the most prominent morning newspapers in the United States, went somewhat into details in explaining just how rapidly business was falling off. The writer must have been under the influence of an extremely blue Monday morning, a reaction in the stock market, or an attack of indigestion. The fact that it was the month of August, and that business generally was enjoying far beyond the usual activity for the mid-summer season, did not seem to make any difference. That the outlook for the near future was dark, not to mention black, could not be denied. After reading, the natural inclination should have been to fire the purchasing agent and place the factory in the hands of a real estate broker for sale.

Business slumps do not do business any good. Most of them are unnecessary and the direct outgrowth of fear. An expression of opinion, openly, in the columns of an influential newspaper which might engender fear in business people, is bad policy. Of course, to chirp repeatedly that business is great while the sheriff awaits without the door, is certainly nonsensical. At the same time, it does nobody any great injury. Most periods of bad business have crystallized about some event, such as a bad bank failure or a sharp break in the stock market. If the spirit of depression, the idea of cutting off all purchasing of raw materials or taking a reef in factory operations, remains dispersed and scattered throughout all industry, they can do little harm. Those things which do the damage are the opinions or events which cause a crystallization of fear and subsequent simultaneous cuts in purchasing and operations.

Through the summer, business generally has been exceptionally good. Most industries have been operating above their normal summer levels. The first slight let-down in activity should certainly not be the occasion to hang out a crepe and go into mourning



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What is Castile Soap?

Where It Is Not Made From Definitely Specified Ingredients, by What Can It Be Judged?

By HERBERT KRANICH

President, The Kranich Soap Company

WHAT is castile soap? According to the U. S. Pharmacopeia, the British Pharmacopeia, the National Formulary, U. S. Dispensatory, Encyclopedia Britannica, New International Encyclopedia, Lamborn's Soap Manual, Molinari General Industrial Chemistry, and the U. S. Army and U. S. Navy Specifications—according to these, it is a soap made from olive oil and caustic soda.

Webster's New International Dictionary gives as a definition: "Castile Soap—(From Castile, a province in Spain from which it originally came.) A kind of fine, hard white or mottled soap, made from olive oil, sometimes with added coconut oil. Also, any soap imitating it."

The Century Dictionary gives: "Castile Soap—A hard soap composed of soda and olive oil in two varieties, (1) white castile soap which contains 21% of water, is of a pale grayish white color, giving no oily stains to paper, free from rancid odor, and entirely soluble in alcohol or water. (2) Marbled castile soap which is harder and more alkaline, contains 14% of water and has veins or streaks of ferruginous matter running through it.

The soap industry has advanced to the point today by so improving its manufacturing processes over the past several decades, that practically all soap products of good



THE controversy over castile soap has raged for seven or eight years with the Federal Trade Commission playing the leading role. The Commission has maintained that only such soap as is made from pure olive oil and caustic soda shall be designated as castile soap. The fact that some soapmakers disagree has precipitated a prolonged legal fight with which the soap industry is thoroughly familiar. Because, we do not believe in prejudging in the trade press a case as significant as this, we have carefully avoided the expression of editorial opinion. Mr. Kranich, however, who is a chemical engineer, engaged in actual soap manufacture for the past fifteen years, has given his reactions in the light of his practical experience to an attempt to answer this question for himself.

—The Editors.

quality are manufactured substantially chemically pure when considered as the base salts of a mixture of fatty acids. Consequently, there can be little marked distinction between a pure olive oil-caustic soda soap, a pure coconut oil soap, a pure tallow soap, or a pure compounded fatty acid soap, if the relative chemical purity of the finished products is to be the basis upon which they shall be judged.

Today, there are as many forms of castile soap on the market as there are ingenious formulae to produce them. There are pure olive oil castile soap, just plain olive oil castile soap, olive oil-coconut mixtures, olive-tallow mixtures, peanut oil soaps, coconut oil soaps, coconut-olive-tallow soaps, and so on ad infinitum. It is a surprising fact that a careful perusal of the soap literature discloses a series of similar expressions, such as "Olive oil no longer used; replaced with peanut oil, lard oil." "The price of olive oil is such that substitutes are now largely employed." Lamborn says: "Genuine castile soap is made by settling a pure olive oil-soda soap, but little of which is made today owing to the high cost of olive oil. Olive oil is replaced either partially or completely by peanut, cottonseed, or light colored red oil."

To produce castile soap from pure undenatured, high quality olive oil is expensive.

inconvenient, and in some cases decidedly impracticable. This is not due to the technical aspects of the manufacturing process, but principally to Governmental red tape in importing pure olive oil. To avoid the customs tax on pure oil, which tax would automatically preclude the use of such an oil in soap manufacture if it had to be paid, the oil must be brought in under special customs regulations. The oil is shipped from abroad and upon arrival is placed in a bonded warehouse after inspection. After the necessary documents are secured from the customs authorities, a licensed bonded truckman may withdraw the oil undenatured from store under the supervision of a customs inspector.

Upon arrival at the soap plant, the oil must immediately be run into the soap kettles. This means that everything at the plant must be ready to receive the oil upon its arrival. If there are delays, equipment and men stand idle. The oil must be saponified completely in the presence of the supervising customs officials. When finished, a sample is taken for inspection and to keep for reference. Considering that all this must be accomplished in an eight hour day, the inconveniences and difficulties involved are quite apparent.

Of course, denatured olive oil may be used and these difficulties as far as customs regulations may be overcome. But, the denaturants used are rosemary oil or red oil and these introduce technical difficulties. The rosemary and oleic acid, or either, make the oil unfit for human consumption, but they also take it out of the class of "pure olive oil." The one introduces an animal fatty ingredient into the raw material and the other gives an odor which is objectionable for a number of reasons. Where specifications state that "pure olive oil" must be the basis of the soap, can denatured oil be considered pure? Outside of the edible grades of olive oil, are there any "pure" oils? Can foots or olive oil fatty acids be considered as "pure olive oil" when used in connection with a soap manufacturing process? In short, what is a "pure olive oil" for soap use? The term olive oil is vague and indefinite, and in fact may mean any one of a dozen entirely different products. Before there can be any real clarity in the castile situation, or to be more explicit, the olive oil castile situation, something accurate in the way of a definition of "pure olive oil" must be forthcoming.

Glycerin In or Out?

LEAVING for a moment, the fatty ingredients of castile soaps, let us consider another phase of this matter. Does castile soap mean that the glycerin shall be left in or taken out,

Is castile a boiled soap or a cold-made soap? When specifications state that a soap shall be made from olive oil and caustic soda, does this really mean anything? Many refer to the U. S. P. as an authority here, but this good book gives little but the most hazy type of definitions, which may be satisfactory to the laboratory chemist, but to the practical soap technician mean nothing. Then again, a U. S. P. castile soap, as in the case of innumerable other products listed in the Pharmacopoeia, may not be the same as the common article of commerce bearing the same name.

Going a step further into the complications which surround the definition of castile soap, take the case of powdered castile soap as defined by the U. S. P. Whether the soap which is powdered is a cold-made or boiled soap makes a great difference. It is impossible to make a satisfactory powdered castile soap without removal of the glycerin. To begin with, it is very difficult to dry it for grinding and if it is dried sufficiently to grind, it will invariably go rancid, gum up, and sweat badly due to the hygroscopic character of the glycerin.

Then comes the question of the so-called "good color" as given in a number of specifications for castile soap. "The soap shall be of a good color, free from odor, etc.—" What is a good color? Shall it be gray-white, green-white, or what color? The relation of original ingredients to the color of the finished product is frequently ignored. The quality of base stock is naturally of prime importance. Losses due to rancidity and discoloration all enter into the equation.

Constant Changes in Process

LOOKING back in the literature of soap manufacture, it is readily understandable why there have been gradual and constant changes in the processes and materials entering into common commercial castile soap. Where there is such a wide variation in the types and qualities of the original fatty ingredient, it is only natural that a constant quality would be sought by the use of other raw materials. That the demands of consumers have brought about a gradual change, is likely. Better lathering and detergent qualities, undoubtedly originally accounted for the addition of fatty ingredients other than "pure olive oil," particularly if the soap were a commercial article which did not have to meet the requirements for example of the U. S. Pharmacopoeia or the Navy or Army specifications of fatty content exclusively olive oil.

In a way, the pharmacopoeias of the world and numerous specifications which originally called for an olive oil castile soap, and which

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have been handed down from year to year, account for the uncertainty and difficulty in accurately defining castile soap today. For Government use, hospital use, and any use where definite specifications had to be relied upon because of the quantity of soap purchased, the olive oil tradition of castile soap has been carried along. For commercial manufacture and sale, where specifications did not have to be met, where the demand forced changes in raw materials to give certain characteristics which olive oil alone could not give, or where the cost of olive oil was such that it had to be replaced in part or whole by other fats or oils, or at such times as sufficient olive oil was not available,—under these conditions, the drift away from straight olive oil was to be expected. It is almost a parallel movement to the switch from copper over to steel. Of the thousands of things which forty or fifty years ago used to be made exclusively from copper, today ninety-nine per cent of them are made from steel, because it serves most purposes better, meets popular demands, and is cheaper and more abundant.

A Hopeless Quest?

TO fathom the facts about castile soap seems an endless quest. The further into the literature one goes, the greater the mass of contradictory evidence which is unearthed. Present definitions are extremely vague. They are merely the ideas of the writers of the definitions or the facts as they believe they have found them in prior authorities. Most every soapmaker has his own ideas as to what constitutes castile soap. Let him burrow through the literature ever so slightly or discuss the subject with a fellow soapmaker who may have somewhat different ideas, and he will find himself genuinely puzzled. He, invariably reverts back to the same question:—What is castile soap?

If it should be made from "pure olive oil" and caustic soda, what is pure olive oil? Is denatured oil, "pure" olive oil? Are olive foots "pure" oil as judged from the soapmakers angle? What about olive oil fatty acids,—or their equivalent from some other source? Should castile soap contain glycerin? If red oil, used as a denaturant for olive oil, is permissible as a part of the soap material, why not coconut, peanut, or tallow fatty acids. Can a finished soap carrying an odor of rosemary be classed as a castile soap in meeting the odor requirements? Is castile soap white, brown green or mottled. Is it soft, firm or hard? Is it uniform, warped or cracked? The phrase "from pure olive oil and caustic soda" means exactly what? Where a soapmaker has a defi-

nite specification by which to fill his orders for castile soap, does he know what to supply? In the absence of a specification, in ordinary commercial practice, who can say just what castile soap is and what it shall have in it? These are a few of the questions which must be answered.

The more the involved questions of castile soap manufacture are studied, more apparent becomes the need for definite clarification of the present situation. If this classification had been established prior to 1900, would there be the present controversy today?

Editor's Note:—In subsequent issues of SOAP, general classification and technology of castile soap manufacture will be discussed by Mr. Kranich.

George A. Schmidt, founder of Geo. A. Schmidt & Co., Chicago soap making firm, died at his home in Chicago late last month at the age of 74. Mr. Schmidt came to this country from Germany, at the age of seventeen and, having had some experience in his native country as an apprentice to a soapmaker, entered the soap business in Chicago a few years later. His business outgrew its original quarters quickly and was moved to the present address only five or six years after it was started. There, it continued to grow, the wooden building having been turned into a five story structure of iron and brick several years ago. The business will be continued under the active management of Mr. Schmidt's youngest son, Franklin R. Schmidt, who has been associated with the firm for some time past.

A complete report of the work to further the use of radiator glycerin by the Glycerine Producers Association has been issued by Roscoe C. Edlund, general director of the Association of American Soap and Glycerine Producers. A summary of what has been done, the companies engaged in the work, and plans for the future are included in the survey. Only members are permitted to use the GPA seal of the Association on their anti-freeze labels.

Exports of soap for the month of June were: toilet soaps, 604,812 lbs. valued at \$190,279; laundry soaps, 5,793,614 lbs. valued at \$391,989; other soaps, 1,541,901 lbs. valued at \$114,343. The Philippine Islands was the largest buyer of both toilet and laundry soaps, with Cuba second in the former and Canada in the latter.



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The Chemical Examination of Glycerin

A Review of German Methods of Glycerin Analysis for Total Glycerol, Residue, Sulfides, and Sugars

CRUDE glycerin is generally analyzed to determine its content of pure glycerol, ash and organic residue. The first step, of course, is taking the sample. This is done with the aid of a standard sample taker, each drum being sampled. Samples should not be taken in wet weather. The sample taker consists of two brass tubes, which are inserted one into the other and which carry a number of slits. Turning the inner tube opens and closes the lateral slits as well as the bottom opening. The tube has a diameter of two and one-half centimeters, is one meter long and holds about 250 cubic centimeters. When the crude glycerin has been improperly manufactured, the drums will contain a deposit consisting of salt, mechanical impurities and the like. The standard sample taker will not give an average sample in this case. The thing to do is to pass the glycerin through a fine screen and then sample the clear portion and calculate the residual salts as tare or sample it as well.

The glycerin content is determined by the acetin method. Glycerin with less than fifty percent of pure glycerol, when it is not analyzed by the dichromate method, must first be concentrated. The glycerin is heated in distilling vessels from which the air has been removed on a water bath and concentrated as far as possible, at least to a content of fifty percent pure glycerol. The reagents employed in the acetin method should be tested for purity. The acetic anhydride is freshly distilled and should consume at the maximum one-tenth of a cubic centimeter of normal sodium hydroxide solution on neutralization of 7.5 c. c. It should be only slightly colored in the blank test. Sodium acetate is melted in a platinum, quartz or nickel dish, without being carbonized and then is quickly pulverized and kept in a paraffined flask or in a dessicator. The sodium hydroxide solution is prepared with boiled distilled water free from carbon dioxide. Any precipitated

carbonate is separated by filtration. A half normal and an accurately prepared normal solution is used.

The method is as follows: from 1.25 to 1.50 grams of the crude glycerin are weighed out in an acetylating flask of 150 to 200 c. c. capacity, which is provided with a ground-in cooling tube. Three grams of sodium acetate and approximately ten cubic centimeters of acetic anhydride are added and the mixture is heated for one hour with slight boiling. After cooling fifty c. c. of boiled distilled water at 80 degrees C are added through the cooling tube and the contents of the flask are brought up to 80 degrees C by heating, solution taking place. After cooling, the cooling tube is washed with water, then the tube is removed and the ground glass connection between it and the flask is also washed.

The contents of the flask are then filtered into a Jena liter flask through a filter which has been washed with acid and with water. After filtration, the filter paper is washed with cold distilled water and the solution is then mixed with two c. c. of phenolphthalein solution. It is carefully neutralized and then half normal solution of sodium hydroxide is added drop by drop until a slight reddish yellow coloration ensues. After the addition of 50 c. c. or a larger and accurately washed with cold distilled water and the solution is boiled for fifteen minutes in the flask provided with a reflux condenser; then is cooled as quickly as possible and back-titrated with a normal acid solution. The glycerin content of the sample is then calculated from the following formula: glycerol content equals $3.069 a/e\%$, wherein e is the weight of the crude glycerin sample in grams and a the number of cubic centimeters of normal sodium

In determining the ash, two to five grams of the glycerin are slowly evaporated in a platinum dish or in a roomy porcelain crucible. Too strong heating, that is over a temperature of 400 degrees C, which corresponds to a weak

THE commercial analysis of glycerin is subject to numerous variations from the ordinary standard methods, many minor deviations having been developed in individual laboratories to meet special conditions. The practical sampling and examination of glycerin was recently reviewed in *the Chemische Umschau*, Vol. 33, Pages 224-248, and as given herewith, presents an opportune basis of comparison with American methods. —Editor.

red heat, causes formation of sulphides or vaporization of alkali. Loss of the glycerin sample due to spitting can be avoided by placing a piece of ashless filter paper over the evaporating liquid and then ashing this paper thereafter. The carbonaceous residue is thoroughly leached out with hot water and after the aqueous extract has been filtered through an ashless filter paper, it is ashed in the usual manner together with the hot washed and dried filter paper. Portions of the aqueous extract are added to the ash along with the wash water and are carefully evaporated. The total dry residue is slightly ignited together with the tared cover of the crucible, but the contents of the crucible are not molten. The ash weight is then determined by weighing the crucible and contents to constant weight.

The next step in the analysis is the determination of the total residue at a temperature of 160 degrees. The crude glycerin exhibits slight alkalinity on being evaporated for the determination of the total residue and this alkalinity is calculated as 0.2 percent of Na_2O at the maximum. When the sample is acid, the acid content is established and when alkaline, the alkaline content. The first step in the preliminary test of the sample for determination of the total residue is testing for free acid. Ten grams of glycerin are dissolved in 50 c. c. of boiled distilled water and titrated with half normal solution of sodium hydroxide, phenolphthalein being used as an indicator.

Free alkali is determined by taking twenty grams of the glycerin and diluting with about 50 c. c. of boiled water in a 100 cubic centimeter flask and then treating with an excess of neutral ten percent solution of barium chloride. Then, water is added to the mark. After vigorous shaking and settling of the precipitate, 50 c. c. of the clear supernatant liquor are pipetted off and titrated with half-normal mineral acid. In determining total alkali, the ash, obtained as explained above, is dissolved in boiled water and titrated in the cold with tenth normal mineral acid (methyl orange being the indicator).

Ten grams of the glycerin sample are taken for the determination of the alkali carbonates and diluted with 50 c. c. of boiled water and then admixed with somewhat more of half-normal mineral acid than corresponds to the total alkali content in the glycerin. The liquid is then boiled in a vessel provided with a reflux condenser for a period of fifteen minutes and after the condenser has been washed out with boiled water, which runs back into the flask, the contents are titrated with half-normal sodium carbonate. The com-

bined alkali is the sum of the alkali combined with the fatty acids and other alkali as well. The percentage of this alkali is given by the difference between the total alkali content and the free alkali plus the alkali carbonate, all expressed in terms of Na_2O .

Determining Total Residue

IN determining the total residue, ten grams of the glycerin sample are diluted with water in a 100 c. c. measuring flask, and, when necessary, an amount of half normal hydrochloric acid or soda solution, corresponding to the determined alkalinity or acidity of the glycerin, is added. Then the flask is filled up to the mark. After thorough shaking 10 c. c. of the contents are pipetted off into a weighed flat dish. The main portion of the water is evaporated on a water bath and the residue is dried in an oven first at a temperature of 130 to 140 degrees C and then at 160 degrees C. After cooling, the residue is diluted with 1 c. c. of water and evaporated as above. In the third repeated operation, carried out in the same manner, the last stage of the heating is carried out for the exact period of one hour at a temperature of 160 degrees C. The dish is then allowed to cool in a dessicator containing sulphuric acid and then weighed. The operations must be repeated as many times as necessary in order to obtain weighings which do not vary from one another more than three percent at a maximum. The quantity of the residue should be between 30 and 40 milligram.

A certain correction must be applied to the total residue figures. In the first place in the case of acid glycerins, 0.011 gram is subtracted for every cubic centimeter of half-normal soda solution added. In the case of alkaline glycerins, the increase in the weight, which is due to the conversion of free alkali, alkali carbonate and combined alkali into sodium chloride, must be deducted from the weight of the total residue as obtained. The difference between the total residue and the ash gives an approximate idea of the organic residue, which simply means the percentage of organic by-products that are present in the glycerin.

In determining the water content of the glycerin, two to three grams of loose asbestos are boiled up with a dilute solution of hydrochloric acid, thoroughly washed with water, placed in a flat weighing dish of approximately 15 c. c. capacity and dried in an oven at a temperature of 100 to 105 degrees C. The previously-dried weighing dish is then allowed to remain in a vacuum dessicator, with sulphuric acid, and connected with a water vacuum pump for so long a time that its weight remains

constant. Then from one to one and one-half grams of the glycerin sample are allowed to drop on to the asbestos, so that the glycerin is entirely absorbed. Constant weight is then attained at room temperature mostly within a period of forty-eight hours. It is necessary to renew the sulphuric acid in the dessicator at frequent intervals.

Determination of Sulfides

A QUALITATIVE test is made for the presence of sulfides. The sample of glycerin is diluted with water until it contains approximately ten percent of glycerol. Then the glycerin is decolorized by treatment with two to three percent of blood charcoal or animal black at a temperature of 70 degrees C. The sample is then tested with lead carbonate impregnated paper and a sulfide content of as low as 0.01 percent is detected by the paper turning a dark yellow. Proportions of sulfide, as low as 0.001 percent, are detected when the solution is carefully digested with the addition of a few drops of hydrochloric acid and a little sodium bicarbonate and the lead paper is allowed to hang in the vapors that are distilled off from the solution. The paper turns yellow. When thiosulfates are present, the sulfuretted hydrogen is evolved in the free state by the addition of calcium carbonate and hydrochloric acid in the cold or by the addition of acetic acid with slight heating.

In determining the proportion of sulfides quantitatively in the sample of glycerin, fifty grams of the crude glycerin are neutralized with hydrochloric acid and then the mixture is diluted with boiled distilled water up to a volume of 500 c. c. The liquid, which is decolorized with the aid of two to three percent of purified potassium ferrocyanide residues or with other activated charcoal at a temperature of 60 to 70 degrees C, is then filtered. Twenty-five c. c. of the filtrate are then mixed drop by drop with normal solution of lead nitrate, while being constantly stirred, until no yellow coloration is produced by a drop of the solution on a piece of lead nitrate impregnated paper. The quantity of sulfide in the raw glycerin can then be determined by calculation from the quantity of lead solution used.

To detect the presence of sulfites and thiosulfate, the glycerin is diluted with water and mixed with a solution of barium chloride. This results in the precipitation of the sulfite along with the sulfate and carbonate. The solution, which is filtered until a perfectly clear filtrate is obtained, is then turned turbid by the addition of two to three drops of hydrochloric acid and of a solution of permanganate, if as little

as 0.001 percent of thiosulfate is present. The barium precipitate is then washed and mixed with a little water and two to three drops of a very dilute solution of potassium iodide which has been colored blue with starch. When sulfite is present, the blue color is removed.

In quantitative determination the sulfide, as determined above, is titrated with lead nitrate; then the solution is filtered off and the filtrate is mixed with a little sodium bicarbonate. The total iodine consumption for both sulfite and thiosulfate is then obtained by titration of the solution with the aid of a tenth normal solution of iodine with starch as an indicator. Then again, twenty-five cubic centimeters of the glycerin solution are titrated with a normal solution of lead nitrate, filtered, and then mixed with three to four c. c. of a solution of strontium chloride. The precipitate is filtered off after allowing it to stand for ten minutes and the filtrate is titrated with a tenth normal solution of iodine. The difference between this and the first titration gives the iodine consumption for thiosulfate.

Third Checking Test

IN order to exclude errors due to the presence of other substances, such as cyanides, nitrates, iron compounds, which also consume iodine, a third twenty-five c. c. portion of the glycerin solution is precipitated by the addition of an accurately determined amount of alkaline lead solution and the precipitate is then filtered. The lead solution in question was made by taking 13.36 grams of lead nitrate mixed with dilute nitric acid and treating with concentrated potassium hydroxide until the hydroxide first formed is dissolved and then diluting the solution exactly to one liter by the addition of water.

The clear filtrate obtained as above is heated with the addition of two cubic centimeters to a temperature of 100 degrees C and thereafter allowed to cool. The sulfurous acid is thus decomposed with the separation of sulfur. The solution is then neutralized with the aid of a little sodium carbonate solution, a few cubic centimeters of a solution of strontium chloride are added, and after the mixture is allowed to remain standing for fifteen minutes, it is filtered and titrated with tenth normal solution of iodine. The difference between the two titrations is a measure of the true iodine consumption entailed by the presence of thiosulfate.

The presence of starch in the glycerin is detected in the following manner. A sample of the crude glycerin is dissolved in alcohol and

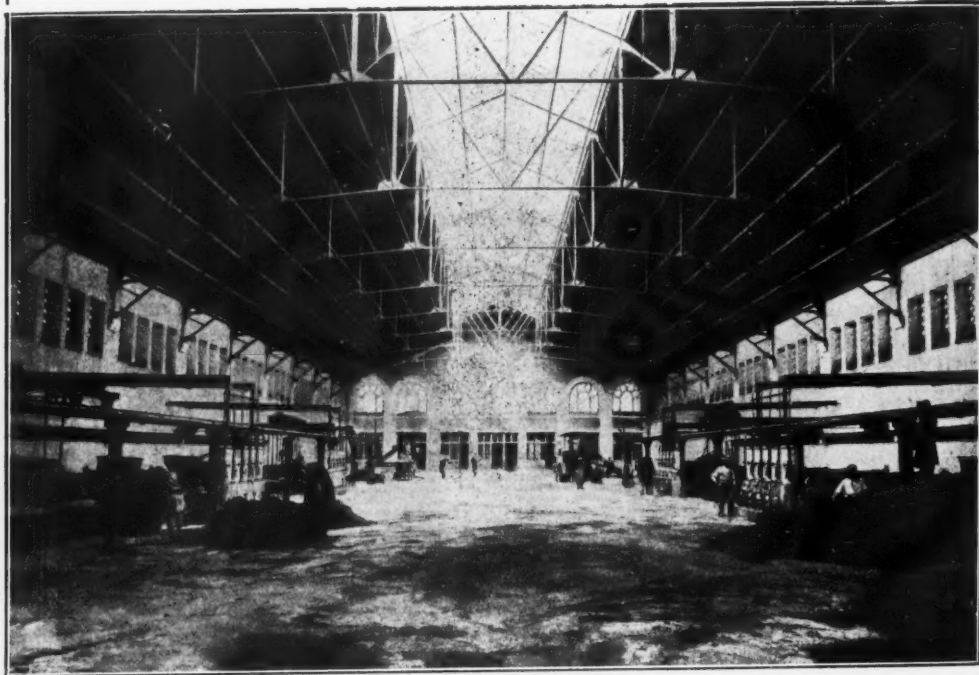
(Continued on Page 71)

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Directing Sales in the Export Markets

*How American Manufacturers Can Avoid Pitfalls,
and Advertise and Sell Their Export Goods Effectively*

By J. W. BAILEY*

General Sales Manager, The Tanglefoot Co.

FUNDAMENTALLY, there is no marked difference in the things that make for success in marketing a product either at home or in the export

field. There is, however, a very important difference in the manner in which those principles are applied. Because the difference is in the method of applying these fundamental truths in selling, it is no less essential that the manufacturer seeking to market his product in a foreign country should keep before himself a clear picture of the structure of detail that makes this difference. The "ways and means" of putting a principle into operation are every bit as important in determining the result.

Trace the usual process by which a manufacturer becomes interested in foreign markets: Providing that the product is adaptable for sale in export markets, and provided a demand exists, either latent or active, it is practically impossible for a manufacturer to prevent merchants in foreign countries from becoming interested in the product and inquiries naturally follow. Export commission houses, always on the alert for new lines, soon approach the manufacturer requesting agency agreements for this or that territory. The average manufacturer with a comparatively limited knowledge of the business customs of foreign countries, at the early stages, is glad to give the preference to an export house since they render a full and complete service to him, and, above all, are prepared to make payment in New York, Boston, New Orleans, San Francisco or any other city in the United States.

Often these export houses have very efficient

selling organizations in one country; sometimes in several countries. The natural tendency in many cases is for the manufacturer to place the whole thing in the hands of the export merchant; in other words, to "let George do it." This easily leads to agreements where the exporter is given too much territory. While he might have a very satisfactory organization in Germany or France, his office in Spain or Portugal might find it hard to justify its existence. Again, national prejudices interfere. No Portuguese house will buy willingly from a Spanish concern, no New Zealander likes to buy from an Australian, a Frenchman will go without rather than buy from a German.

The question of freights becomes a hindrance by unnecessarily increasing costs; a thousand complications prevent the successful and smooth running of affairs, and above all, the manufacturer, by following the "let George do it" policy, does not know whether the possibilities in a certain country are exhausted or whether the field is being merely scratched. He does not know whether an allowance is being made for advertising; or, if he gives the exporter a percentage for that purpose, or a round sum as an advertising allowance, he does not know just how effectively it is being spent.

Such unsatisfactory conditions as I have just outlined arise only too frequently where the maker of a product merely follows the line of least resistance and does not properly direct his efforts.

Compared with Domestic Sales

IN THE domestic market, on the contrary, what happens? — A survey of the possibilities is carefully made, a quota fixed for the distributor in that territory, both national and local advertising brought into play; usually the best available agency is selected to write advertising copy, factory salesmen call on retailers and jobbers alike, sales letters are written to both, direct-by-mail advertising used, sales and special demonstrations resorted to, window displays and counter cards placed conspicuously to tie up with the local and nation-



*Before the 14th Annual Mid-Summer Meeting of the Insecticide & Disinfectant Manufacturers Association, Chicago.

al advertising and every modern sales help and sales promotion agency used to capacity. What is more, unless that is done, usually there is little chance of success here at home because competing manufacturers are usually on their toes and will see to it that their product moves off the dealers' shelves.

Admitting that for the sake of contrast I have drawn a "character sketch" of the worst possible offender, it must also be admitted that even some of the manufacturers who have reached a fair degree of success in export are not taking advantage of the full possibilities in the field. To do that it is only necessary to inform one's self properly as to the requirements of the particular market.

Coming now from generalizations to a specific product — How can the sales of insecticides and disinfectants be increased in the most economical manner, meaning that, without waste?

I. First of all, each separate market should be analyzed and the maximum possibilities determined. This is essential and it will prevent the expenditure of large sums for sales promotion where the maximum returns that can be hoped for are negligible.

II. Second, the amount of effort and capital to be spent in any given country, to be fixed with the possible maximum total of business clearly in mind. While in some instances it might be more necessary to carry a certain territory at a loss for one or more years, it is important to make sure that the loss of the first few years can eventually be made up.

III. Once this has been determined the next question is — What is the best retail outlet? While at the outset the drug store is probably the place where the consumer logically would look for an insecticide, in most foreign countries, the same reasons which make the grocery store a more satisfactory outlet in this country also hold true. In most foreign countries one doesn't go to the drug store unless one needs medicine.

Little Aggressive Retail Selling

With the possible exception of "Samborn's" in Mexico, and one or two U. S. drug stores in Porto Rico and Cuba, the average drug store in foreign countries is far from being the aggressive retail establishment that we have in mind in this country. There are no soda fountains, no general merchandise, no display windows worthy of the name, no place where one can put in an attractive display. Even the display of merchandise is poor. Windows are not trimmed, except maybe when the proprietor dies and a new one comes in. A good many of the stores are poorly lighted, unattractive,

dusty, carrying over the remnants of a coat of paint which was put on by the original owner, in times of Pizarro or Christopher Columbus. Possibly conditions are a little better in Mexico and Cuba but the usual atmosphere of the foreign drug store is calculated to induce in the customer who enters there, a proper composure of mind such as should be born by any humble, God-fearing, mortal soul getting ready to meet its maker, a sort of "all hope abandon" feeling. It goes without saying that it is "unprofessional and unbecoming" a fully registered pharmacist and apothecary to degrade his calling by resorting to the methods of "mere tradesmen."

While this word picture possibly describes the worst that can be met and there are some drug stores that do not look as if some of the help were trying to sneak behind you and slip a shroud on you, the condition is only too general to be merely comical. Undoubtedly advertising can do a great deal to make the grocery store eventually the logical retail outlet. Of course there are no "Grocery Stores" in the full sense we give the term in this country, but the "Colmado" or "Tienda de abarrotes" could easily be made the logical retail outlet eventually.

Selection of a Sales Agent

WITH this question of a logical effective retail outlet in mind, the next step is to determine on the selection of a good sales agent. The sales agent may be a wholesale concern or an individual having an effective sales organization. At least one manufacturer of insecticides is attempting to sell spray through his own retail outlets. How successfully one can disregard the local machine for distribution is a question I shall not attempt to answer since the average manufacturer will have to depend on the wholesaler locally or on a well established local sales agency. It must be remembered, however, that the average foreign salesman is far from being the type of salesman we have in the United States. Usually they are merely order takers and a good deal of good can be done by the export manager who is himself a salesman, especially if he speaks the language, in coaching and training a group of foreign salesmen. It goes without saying that they must be made to take an interest in the line, that they must be given at least the rudiments of a pertinent sales talk and in general given sufficient sales ammunition to work with. There is too much of the "live and let live" attitude in the majority of the foreign wholesaler's make-up.

(Continued on Page 85)

Make Woodbury Injunction Broader

In a decision recently by Judge Swan, sitting with Judges Hand and Manton as the United States Circuit Court of Appeals for the Second Circuit, the Bonded Products Co., Brooklyn, was further enjoined in the labelling of soap by it for William A. Woodbury. The original injunction against the soap manufacturer was handed down over a year ago by Judge Inch in the United States District Court at Brooklyn on the complaint of the Andrew Jergens Co., Cincinnati. This was appealed by Jergens as insufficiently broad and has been made to prohibit the use of the name "Woodbury" as a label for facial or toilet soaps by any firm or individual except by the Jergens company.

The original decision of the District Court held that William A. Woodbury and the Bonded Products Corp., who manufacture his soaps for him, could use the name "Woodbury" if it were made clear on the label that there was no connection between "Woodbury Facial Soap" and other Woodbury products of the Jergens company and those of Bonded origin. The decision from the Circuit Court of Appeals says that any featuring of the name Woodbury on the goods made by the Bonded Products Corporation leads to confusion and that the name should be forbid for use as part of the title or designation under which the defendant's soap is marketed. The name Woodbury, however, may be used by William A. Woodbury or the firm making his soap, in a manner which does not constitute unfair trading, the Court holds, such as on the sides or bottom of the wrapper and not on the top, and not as part of the title.

According to the opinion of Judge Swan, William A. Woodbury has had his soaps manufactured by the Bonded Products Corp. since 1924. He supplied the defendant, Bonded Products Corp., with formulas, dies and labels to be wrapped about the soaps. The defendant manufactured and distributed the soaps upon instructions from William A. Woodbury. After the complaint was filed by the Andrew Jergens Co., the defendant ceased to manufacture the soaps complained of, namely "Woodbury's Calamined Soap," "Woodbury Skin Soap," and "Skin Soap Woodbury Ideal." On all labels and wrappers, the full name Wm. A. Woodbury appeared, but the word given the prominence was "Woodbury."

This case is the latest of a long series between the Jergens company and various Woodburys and companies with which they have been connected dating back over twenty years. A suit against John H. Woodbury and the Woodbury-McGrath Co. in 1907 grew out of

a contract made in 1901 in which the rights to certain soaps were purchased by Jergens. There were subsequent cases of Jergens against William A. Woodbury, all based on soaps labelled or titled with the name "Woodbury." The latest to grow out of the original contract with John H. Woodbury in 1901 is the Bonded Products-Jergens case, a decision on the appeal of which has just been rendered. As from the Circuit Court of Appeals on trade-mark and similar matters are very seldom entertained by the U. S. Supreme Court, this decision is probably final.

Acidulated Soap Stock At 20% Duty

Acidulated soap stock is to be assessed at 20 per cent ad valorem when imported into the United States, according to orders sent to the Collector of Customs at New York by Acting Commissioner of Customs, Frank Dow. The Commissioner in his communication on this subject says: "The Department refers to your letter of the 21st ultimo, reporting upon a communication from the Collector of Customs at Philadelphia relative to the classification of black grease or acidulated soap.

It appears that the merchandise in question is manufactured by chemical treatment from the residue of the distillation of black cotton grease, which residue was the subject of T. Ds. 41771 and 42157. The Appraiser at Philadelphia states that the chemical treatment referred to produces two new articles, the acidulated soap stock under consideration, and a waste product for which there is no present demand.

While it has been the practice at your port to assess duty on acidulated soap stock at the rate of 10% ad valorem as waste not specially provided for the Appraiser now concurs in the opinion of the Appraiser at Philadelphia that the merchandise is properly dutiable at the rate of 20 ad valorem as a none-numerated article under paragraph 1459 of the tariff act. The Department approves the conclusions reached and duty should be assessed accordingly."

Italian olive crop according to the National Society is two-thirds last year due to the drought. Further proportionate loss is possible if the drought continues. There will be no Apulia crop due to drought and storms. Quality of Italian fruit and oil is predicted good, according to cable advices transmitted to the United States Department of Commerce, on August 23, 1927.



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Fat and Oil Data for Second Quarter 1927

Production, Consumption, Exports and Imports, With Factory and Warehouse Stocks June 30, 1927

THE Department of Commerce announces that the factory production of fats and oils during the three-month period ended June 30, 1927, was as follows: Vegetable oils, 487,200,695 pounds; fish oils, 7,008,433 pounds; animal fats, 583,333,175 pounds; and grease, 102,615,614 pounds; a total of 1,180,157,917 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 458,802,329 pounds appears for lard. Next in order is cottonseed oil with 204,902,851 pounds; lin-

seed oil with 167,232,121 pounds; tallow with 122,178,405 pounds; coconut oil with 71,031,062 pounds; and corn oil with 27,779,405 pounds.

The production of refined oils during the period was as follows: Cottonseed, 273,120,362 pounds; coconut, 63,838,821 pounds; peanut, 1,485,101 pounds; corn, 18,112,611 pounds; soya-bean, 647,962 pounds; and palm-kernel, 389,730 pounds. The quantity of crude oil used in the production of each of these refined oil is included in the figures of crude consumed.

PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ended June 30, 1927		Factory and Warehouse stocks June 30, 1927
	Production (pounds)	Consumption (pounds)	(pounds)
VEGETABLE OILS:			
Cottonseed, crude	204,902,851	305,997,944	32,014,452
Cottonseed, refined	273,120,362	250,318,819	461,059,179
Peanut, crude	1,399,915	1,742,408	1,543,750
Peanut, refined	1,485,101	1,056,891	912,423
Coconut, crude	71,031,662	138,381,628	108,434,207
Coconut, refined	63,838,821	55,274,848	15,544,824
Corn, crude	27,779,405	24,446,264	13,150,995
Corn, refined	18,112,611	2,659,811	8,017,778
Soya-bean, crude	776,259	1,777,547	8,522,896
Soya-bean, refined	647,962	882,390	1,388,889
Olive, edible	—	594,162	5,027,319
Olive, inedible	—	2,004,010	1,063,255
Olive foots	—	9,930,304	8,388,158
Palm-kernel, crude	—	840,483	1,485,830
Palm-kernel, refined	389,730	39,436	212,845
Rapeseed	—	3,647,768	4,965,972
Linseed	167,232,121	120,146,543	152,628,386
Chinese wood	—	20,524,997	20,967,938
Chinese vegetable tallow	—	1,502,590	2,310,754
Castor	13,895,276	4,955,201	8,745,743
Palm	—	23,159,446	22,329,071
All other	183,206	1,982,779	4,899,342
FISH OILS:			
Cod and cod-liver	278,490	3,978,614	6,648,615
Menhaden	1,706,345	12,822,232	11,809,725
Whale	1,607,250	17,764,482	41,173,140
Herring, including sardine	3,143,198	6,993,589	9,261,650
Sperm	25,125	249,363	2,012,729
All other, (including marine animal)	248,025	1,027,874	1,662,962
ANIMAL FATS:			
Lard, neutral	15,463,110	6,182,524	8,392,551
Lard, other edible	443,334,219	2,588,061	113,975,155
Tallow, edible	13,039,210	9,767,095	5,184,608
Tallow, inedible	109,139,195	150,747,424	94,645,361
Neat's-foot oil	2,352,441	1,837,039	1,755,047
GREASES:			
White	21,762,623	8,642,493	8,357,441
Yellow	17,704,527	10,239,690	8,457,810
Brown	11,950,232	10,070,075	4,387,534
Bone	6,542,876	281,564	2,420,144

PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ended June 30, 1927		Factory and Warehouse stocks June 30, 1927
	Production (pounds)	Consumption (pounds)	(pounds)
GREASES (Cont.)			
Tankage	13,373,548	268,188	3,598,098
Garbage or house	25,635,497	16,556,526	15,590,893
Wool	2,220,423	1,753,530	3,354,480
Recovered	814,611	574,280	1,144,000
All other	2,611,277	1,194,237	3,439,968
OTHER PRODUCTS:			
Lard compounds	253,857,753	439,024	23,704,553
Hydrogenated oils	114,393,199	107,989,899	11,435,228
Stearin, vegetable	3,835,787	3,985,561	1,795,722
Stearin, animal, edible	17,514,098	12,150,184	8,561,114
Stearin, animal, inedible	5,712,610	7,125,462	4,048,847
Oleo oil	35,803,544	12,034,682	8,595,348
Lard oil	6,793,433	5,183,464	4,764,459
Tallow oil	3,081,617	2,001,862	1,763,106
Fatty acids	42,562,270	45,847,981	5,799,313
Fatty acids, distilled	8,742,804	10,100,784	4,040,356
Red oil	12,475,757	6,202,555	7,333,095
Stearic acid	7,987,555	2,365,437	3,875,063
Glycerin, crude 80% basis	32,975,380	32,003,769	13,468,757
Glycerin, dynamite	11,476,612	6,475,571	15,657,439
Glycerin, chemically pure	15,096,215	1,703,485	9,465,417
Cottonseed foots, 50% basis	63,974,171	77,648,154	52,844,735
Cottonseed foots, distilled	49,361,727	44,908,181	7,946,093
Other vegetable oil foots	13,832,324	11,339,709	920,154
Other vegetable oil foots, distilled	756,366	249,819	362,833
Acidulated soap stock	22,928,923	21,299,781	16,832,890
Miscellaneous soap stock	29,258	79,313	42,845

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED JUNE 30, 1927

	Pounds		Pounds
Whale oil	37,481,752	Palm-kernel oil	4,175,009
Cod and cod-liver	6,911,310	Peanut oil	752,987
Other fish oils	3,654,465	Rape oil	5,254,462
Beef and hog fats	937,576	Linseed oil	388,652
Wool grease	3,695,649	Sesame oil	269,847
Chinese wood oil	36,137,664	Soya-bean oil	6,482,103
Coconut oil	82,950,165	Vegetable tallow	1,991,989
Olive oil, edible	31,895,634	Vegetable wax	2,774,457
Olive foots	12,266,880	Other vegetable oils	2,331,574
Olive oil, denatured	2,071,304	Glycerin, crude	2,505,269
Palm oil	31,756,562	Glycerin, refined	2,464,362

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED JUNE 30, 1927

	Pounds		Pounds
Oleo oil	23,416,150	Stearic acid	577,414
Neat's-foot oil	614,151	Other animal greases, oils and fats	21,718,132
Other animal oils	113,966	Coconut oil	5,693,655
Fish oils	142,450	Cottonseed oil, crude	15,541,946
Oleo stock	3,990,440	Cottonseed oil, refined	4,287,978
Tallow	1,604,549	Linseed oil	599,953
Lard	198,167,352	Soya-bean oil	1,114,869
Lard, neutral	6,582,588	Corn oil	30,757
Lard, compound	1,878,838	Vegetable oil lard compound	1,389,520
Oleo and lard stearin	1,769,152	Vegetable soap stock	1,930,722
Grease stearin	1,034,396	Other vegetable oils and fats	2,393,866
Red oil	395,356	Glycerin	103,852

Contrary to early season expectations, the lavender crop this year in France will be normal and from now on a weakening in the French market is looked for, according to Ungerer & Co., New York. Several

French houses are reported to have entered the market and purchased lots of lavender at very high prices, which policy is likely to give a false aspect to the market abroad and force up prices if generally engaged in.

Soap Export Trade Slower in June

A sharp drop in toilet soap exports, from May to June, accounted for most of the loss in shipments of soap to foreign countries. Both May and April, however, were unusually good months, as far as soap exports were concerned, leaving June about average. Toilet soap exports were cut one third, both in tonnage and value. Laundry soap showed little change from May's figures, the tonnage dropping somewhat while the value increased slightly. Exports of other soaps were lower in June than in May, the value being much lower proportionately. Group totals, together with the countries to which the most soap was exported, follow:

TOILET SOAP

Total Exports	604,812 lbs.	\$190,279
Philippines	130,248 "	19,774
Cuba	104,501 "	24,026
Canada	42,636 "	7,772

LAUNDRY SOAP

Total Exports	5,793,614 lbs.	\$391,989
Philippines	1,413,645 "	81,600
Canada	1,083,638 "	72,224
Haiti	684,891 "	46,838

OTHER SOAP

Total Exports	1,541,901 lbs.	\$114,343
Cuba	628,903 "	43,430
United Kingdom	380,310 "	17,438
Canada	143,568 "	12,824

Oil Crushing Cut Down at Hull

The oil crushing industry at Hull, England, reports a decrease in imports of seeds of nearly 20,000 tons, compared with the corresponding period of last year, reports A. E. Carleton, American Consul, Hull, England, to the United States Department of State, and made public by the Department of Commerce. The only products showing an increase are those of linseed and castor seed. Rapeseed imports show a decrease of 50 per cent, the reason being the practical failure of the Indian crop for the past two years. Soya bean imports are slightly up, but fewer mills are crushing this product, it being cheaper to buy the oil from Oriental crushers. This trade started in Hull in about 1904, at which time importers were buying the seed for six or eight pounds a ton, and most of the oil was sold to Germany and Holland, and the soya cakes were sold almost entirely to Denmark, the English farmer refusing to use this cattle feed even to this day. The Scotch farmer uses small quantities. At present crushers depend very largely on linseed and cottonseed to keep their mills running. Copra imports are lessening, due to Oriental growers crushing, and German competition. This accounts for small shipments of palm kernel oil going to the United States.

Colonel Austin Colgate Dies

Colonel Austen Colgate, vice president of Colgate & Co., and a widely known leader in New Jersey Republican political circles, died on Sept. 5, in his 65th year at his fishing lodge at Barnegat, N. J. of an attack of heart disease. Since a severe heart attack last winter, he had been in poor health and practically retired from active business. Colonel Colgate was a bachelor and lived with his brother, Sidney Colgate, president of Colgate & Co., in Orange N. J. During the period from 1906 to 1915, he served as a member of the New Jersey State Assembly and in the Senate. He was active in civic and welfare work for over twenty years.

Born in Orange, N. J., Aug. 12, 1863, Colonel Colgate, attended the Orange High School, Norwich (Conn.) Academy, and graduated from Yale University in 1886. He entered the Colgate business, which had been founded by his grandfather in 1806, when he graduated from college. In 1896, he was admitted to partnership and when the business was incorporated, became vice-president. He became active in New Jersey politics shortly after 1900, and by his strong resistance to machine rule in the Republican ranks, became associated with the progressive wing and with Everett Colby, leader of the New Idea wing of the party in a fight against the party machine in Essex County.

Besides his early service in the Assembly and Senate, he was a candidate for the Republican nomination for Governor of New Jersey in 1916 but was defeated by Walter E. Edge, now United States Senator. He also directed the 1925 governorship campaign of State Senator Arthur Whitney, but was unable to secure the nomination for his man. When the Republican party was split by the Roosevelt-Taft rift of 1911, he refused to join the Progressive Party and ran for the State Senate on the regular Republican ticket and was elected, and re-elected for a second term. During his career, he also served as personal aide and chief of staff to Governor John Franklin Fort of New Jersey, was Deputy Adjutant General of the National Guard, president of the Taft League of New Jersey, and a member of the National Advisory Board.

Colonel Colgate was active in the affairs of Colgate University as a member of the Board of Trustees, and contributed liberally toward its development. He was made a Doctor of Laws last June. He was active in the campaign to raise \$2,000,000 for the Orange Memorial Hospital, and, with members of his family contributed \$200,000 to the fund. He

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was a mason and a member of many social and welfare organizations. Funeral services were held at the North Orange Baptist Church and interment was in Rosedale, N. J. He is survived by Gilbert Colgate, Sidney Colgate, and Russell Colgate, all brothers who are actively connected with Colgate & Co.

J. Ogden Armour Died Abroad

Jonathan Ogden Armour, eldest son of Philip D. Armour, Sr., founder of Armour & Co., and himself later head of the vast enterprise, died in London August 16, following a long illness. Typhoid fever, complicated by stomach attacks, combined to cause his death, at the age of 64. Funeral services were held August 30 from the Fourth Presbyterian Church, in Chicago.

Mr. Armour sacrificed his last year at Yale in order to receive early training in handling the affairs of Armour & Co. from his father. For seventeen years he worked in all branches of the firm's business, assuming complete control when his father died in 1901. Under him, the business grew five times in size, to more than one billion dollars a year. Mr. Armour continued as head of the company until 1923 when he resigned as president to become chairman of the board. Shortly after this, Morris & Co. was absorbed, producing assets of a half billion dollars for Armour & Co. and extending the business over the entire North and South American continents. It has always been characteristic of Mr. Armour that he never forgot his old employees, being particularly devoted to those under whom he worked when he was learning the business and building the foundation for his future great successes.

Develop Soap Powder Dispenser

A dispenser for powdered soap has been developed, patented and is now being marketed by the California Die Casting & Manufacturing Co., 126 West 39th St., Los Angeles, Cal. This equipment, called the J & W Dispenser, consists of a fluted and frosted glass bowl, holding enough powdered soap for from 250 to 300 hand washes, with a nickel plated, attractively designed base containing five compartments. Each compartment holds just enough soap for a good hand wash. A plunger discharges the contents of one of these sections and fills an empty at the same time. Inside the bowl is an agitator which keeps the soap in motion. The dispenser is about six inches high and the diameter is four inches. The makers report that this new equipment has created considerable interest wherever it has been introduced.

Europe May Fix Glycerin Prices

In their market report under date of Sept. 2, Parsons & Petit, New York, state: "Within the last ten days or so, sales of dynamite were made at 20c; this is the asking price today, but it fails to attract buyers, who are looking for a further decline and perhaps the price, even now, can be shaded, with business actually in hand. European quotations are equivalent to 19½c per lb., duty paid, landed here, new drums included. There is nothing in prospect, which can lead us to expect any early improvement in the market, but we are approaching the time, when a better demand is expected, and if it reaches the proportions which many of the producers anticipate, we may witness an advance in the value of dynamite, which will be worth waiting for. A report of our Department of Commerce says that in Germany it is stated that the I. G. proposes to enter the local market, with an increased production of ethylene glycol, which may affect local glycerin production. They also remark, that there are indications that European glycerin producers are furthering negotiations, to form an international combination, of the convention type, to fix prices, allocate production, etc."

Plan Glycol Expansion Abroad

Ethylene glycol which has been offered for import to the United States from Germany by Kuttroff, Pickhardt & Co., New York, for the past several months, is to be pushed more extensively in the German market by the well-known German I. G. (Interessen Gesellschaft) or chemical syndicate, according to a recent report to the Department of Commerce. Reports from other sources state that the I. G. has approached the American manufacturer of glycol with a proposal for an international reciprocal manufacturing and marketing arrangement. This is not confirmed. European manufacturers of glycerin, at the same time, are reported forming an international association for glycerin marketing which will control prices, production, and territories. Although a representative of the United Kingdom Glycerin Producers Association was in the United States and Canada about two months ago, it is not definitely known whether American producers will be a party to the new glycerin combination or not.

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Big Chemical Banquet Sept. 28

One of the outstanding features of Chemical Show week, Sept. 26 to 30, is the fifth annual Chemical Industries Banquet, scheduled for Sept. 28 at the Hotel Roosevelt, New York. Seventeen associations in the chemical and related trades are sponsoring the affair which has developed in five years, from a chemical dinner, sponsored by the Salesmen's Association of the American Chemical Industry, to an event of real importance. The speakers have not yet been announced but, as in former years, they will be well known men, much in the public eye.

The exposition itself, to be held in Grand Central Palace, is developing along very satisfactory lines. Around 350 firms will exhibit their equipment, products and explain their services to men from all branches of industry. As in recent years, little effort is being made to interest the general public, rather the opposite in fact. Exhibitors have been allotted supplies of tickets to pass along to their clients. SOAP will be represented at the show, in booth 423, so manufacturers of soaps, disinfectants and related articles may be accommodated with tickets to the show on request to the publishers. Requests for tickets must be made on company letterheads and should be sent in promptly as the exposition is now only a little over a week away.

A number of French manufacturers of floral products, including Bertrand Freres, Tombarel Freres, Lautier Fils, Antoine Chiris, Bruno Court, Hugues Aine, Robertet & Cie., Roure Bertrand Fils, Pierre Dumez & Co., Payan & Bertrand and Cavallier Freres, have organized an association, the principal object of which is to establish a research and experimental agricultural station. Various types of plants will be collected at the station and an extensive technical library, relating to aromatic and odoriferous plants, will be gathered together.

A representative of an organization doing the purchasing for 36 of Egypt's retail drug stores will be in the United States during September. Interested parties may communicate with the gentleman through the Department of Commerce's Chemical Division.

George Cammerer is the new Chicago representative for Magnus, Mabey & Reynard, New York essential oil house, succeeding F. T. Comstock who resigned. Mr. Cammerer formerly represented H. C. Ryland in the Chicago district.

Glycerin Imports Less in June

Glycerin imports during June amounted to 984,468 lbs. of crude valued at \$151,663, and 861,522 lbs. of refined valued at \$177,634. This showed a reduction compared to May, but was greater than April. Figures for the past five years are as follows:

	Pounds Refined	Pounds Crude
Entire year 1923.....	585,792	14,548,660
Entire year 1924.....	1,500,644	14,427,054
Entire year 1925.....	2,059,565	19,248,695
Entire year 1926.....	10,733,246	27,243,299
January, 1927	920,877	1,079,129
February	339,839	1,943,815
March	531,993	1,449,795
April	405,536	521,513
May	1,197,304	999,288
June	861,522	984,468

Under date of Sept. 1, a cable report on copra from Manila states market is steady with two mills operating full time and others intermittently with prices from 12½ to 12¾ pesos per picul. Coconut oil exports from Philippines during July were as follows: 9,376,000 kilos valued at 3,173,000 pesos of which the United States received 9,257,000 kilos.

In the present French tariff arrangement with Germany recently put into effect, French soaps are subject to a preferential duty for shipment into Germany.

"The Life of the Late Lord Leverhulme" by his son has been published in England and is now available in book form from Allen & Unwin, London publishers.

Crude cottonseed oil stocks were cut in half during July, slightly over 16,000,000 barrels having been reported on hand July 31, just twice the amount available the same day a year ago. Refined oil stocks dropped sharply, during the same period, to 378,000,000 barrels, about 233,000,000 barrels over the 1927 figure.

Soap and toilet goods exports in July fell off about 12 per cent to \$1,371,000, due primarily to a drop in soap exports. About half of the total exports were soap. Imports of soap and toilet goods dropped 20 per cent to \$537,000 during the same month.

A firm in Alexandria, Egypt, desires to secure the exclusive sales agency for a carbolie soap in bars. Communicate with Commercial Attache, American Consulate, Alexandria.



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PERSONAL and IMPERSONAL

P. H. Koenig, S. en C., Mexico City soap manufacturers, announce that they will build a new and larger factory equipped with the latest in modern machinery to take care of the larger demand for their "Mono" soap and other products in the Mexican Market.

C. I. Togstad, formerly sales manager for J. R. Watkins Co., and for the past five years head of the C. I. Togstad Co., soap and toilet preparation manufacturers, announces that his firm has completed the job of moving from Chicago to the new factory at Kokomo, Ind. A. F. Grohe, for several years sales manager for Watkins, at Columbus, O., is now associated with the Togstad firm as vice-president in charge of sales.

Palmolive-Peet Co. will soon start building a five story structure on a site at the corner of Michigan avenue and Walton place, Chicago, recently purchased. The ground measures 107x230 feet. Reports indicate that the foundations for the five story building will be sufficient to carry a structure many times as high when the additional space is needed.

Washing compounds and water softeners are being manufactured by the Chemical Aid Laboratory, Sarasota, Fla., recently organized by Charles Crowe, formerly located at Owosso, Mich.

Harris Soap Co., Buffalo, N. Y., have added John R. Curzon to their staff as chief research chemist. Mr. Curzon has had a wide experience both in England and in the United States, having recently been connected with Spencer Kellogg & Sons, Buffalo. The Harris company manufactures laundry soap, including chips, auto soap, bath soap and several other related products.

Mennen shaving cream, talcum and skin balm are being advertised to the Metropolitan trade and in other sections of the country at the special combination price of fifty cents.

A. C. Horn Co., Long Island City, N. Y., manufacturers of technical soaps used in water-proofing, have appointed Austen Allen a member of their technical staff. Mr. Allen has been connected with both the Glidden Co. and General Chemical Co. Nathan Levy is in charge of production at the Horn factory.

Francis V. Eavenson, grandson of the founder of J. Eavenson & Sons, Camden, N. J., soap manufacturers, died early last month at the age of seventy-two. Mr. Eavenson had been with the soap company since graduating from the Philadelphia public schools, although recently he had not been actively interested. In 1883 he was admitted to the firm as a partner, his father, A. T. Eavenson, having been in partnership with the company's founder for several years previously. When the Eavenson soap business was taken over by Wilson & Co., Francis Eavenson continued with them in an executive capacity.

Leopold H. Harris, managing director of T. H. Harris & Sons, Ltd., Liverpool soap manufacturers, sailed for home early this month, having been in the United States since about August 15. Mr. Harris was looking into American soap making methods with a view to making logical changes in his own factory. The Liverpool firm makes a complete line of soap.

Chicago is being introduced to *LUX* toilet soap, Lever Bros. milled and perfumed white soap, and *Camay*, the newer Procter & Gamble product, through the medium of home sampling combined with newspaper advertising. *LUX* has already been pushed extensively in the East, but *Camay* has yet to make its appearance.

The old Economy Soap Co. factory, at Dayton, O., has been bought by G. H. Sharter, a local wrecking contractor. It includes a four story brick building and a one story sheet metal structure, with about five acres of ground. The plant is equipped with two railroad sidings.

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Say you saw it in SOAP!

Mark Finks, formerly of the Omaha office of the Los Angeles Soap Co., is now sales and advertising manager of the San Francisco branch of the company.

A note regarding Waddell's Rex Mineral Soap Co., Chicago, which appeared in the August issue of *Soap*, stated that the Chicago office was a branch whereas it is the firm's main office, the branch being at Aurora, Ill. H. G. Breuer, sales manager for the Chicago office, has occupied this position for several years and was not recently appointed, as the note stated.

Warren Provost, for the past 17 years general superintendent of the soap plant of the Bonded Products Corp., Brooklyn, N. Y., died Aug. 18. Mr. Provost, who was widely known in the soap trade, was in his early seventies. Two years ago, he was retired from active work by the company, but came back about six months ago to act in a consulting capacity.

L. A. Watt, with Monsanto Chemical Works for seven years past, and prior to that with Armour & Co., has been appointed manager of sales for Monsanto in the St. Louis territory.

Smith Weihman Co., New York vegetable oil importers and dealers, have added an eighty inch sail fish to the decorations in their office. The fish, mounted on wood, was caught by Clifford T. Weihman off Key West, Fla., last February. The fishing expedition especially sought sail fish and only two were caught, both by Mr. Weihman, who was enjoying his first fish for this particular variety. The other was about seventy five inches from tail to nose.

Pierre Lemoine, Inc., New York perfuming material house, has purchased the business of the O. A. Brown Co., also importers of aromatics, essential oils and similar products. Pierre Lemoine bought considerable stock, along with various special lines of colors and concentrates from the Brown company. O. A. Brown, identified with the essential oil trade for many years past, has made no announcement regarding his future plans.

Oil Trades Association of New York has issued its year book for 1927-28. It is similar to previous annuals, containing the constitution and by-laws, names of officers and committees and lists of members, arranged both by firms and individuals.



MR. AND MRS. P. R. DREYER

made arrangements for expanding his facilities in that section of the country.

Dow Drug Co., Cincinnati, has purchased the McCulloch Drug Stores Co. of Pittsburgh which operates eleven retail stores with annual sales of about \$2,000,000. F. W. McCulloch, founder of the Pittsburgh company will be connected with Dow and supervise the Pittsburgh stores.

Dr. Henry G. Knight, dean of the College of Agriculture, University of West Virginia, has been appointed chief of the new Bureau of Chemistry and Soils of the Department of Agriculture.

Rhodia Chemical Co., New York aromatic chemical manufacturers and importers, announce the addition of L. P. Lamoureux, formerly with the Belgian Trading Co., to their staff as sales manager in charge of perfuming materials. Charles Kelly is general sales manager of the firm.

George Baumbach is now purchasing toilet goods for the Mutual Drug Co. in Chicago, succeeding Norman L. Sheffer who has been transferred to the company's headquarters in Cleveland.

The Fifth Annual Golf Championship of the Oil Trades Association of New York was held at the Westchester Hills Golf Club, White Plains, N. Y., on Sept. 15. Clifford Weihman, chairman of the association golf committee, was in charge of arrangements. The Association championship cup won last year by E. G. B. Riley, was played for again.

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ON PRODUCTS AND PROCESSES

The best method to use persulfate preparations in bleaching soap was given as follows: Suspend the persulfate in five times its weight of water and add to kettle after soap is salted out and still strongly alkaline, and cover kettle. In large kettles without agitators, add persulfate suspension before salting out, boiling long enough to separate the lye. Use 100 to 500 grams of persulfate per 100 kg. of fat.—*Seifensieder Zeitung*, 430, 1927.

Mixtures of soap and oils may be separated after neutralization of the oils with caustic by dissolving out the soap in a solvent such as alcohol or methanol in which the oil is practically insoluble. The soap is recovered by circulating the solution in boiling solution of salt. Solvent is distilled off and so precipitated and recovered.—British Patent No. 252,949.

Evidence of decomposition in fats and oils, not apparent to usual physical tests, is as follows: Make diphenylcarbazine by reaction of 2 parts phenylhydrazine and 1 part urethan. To ten drops of the fat mixed with petroleum jelly, add five drops of the reagent made by mixing 0.1 gram diphenylcarbazine in 10cc pure mineral oil heated for three minutes. Fresh oils give no coloration; faint pink indicates 1 to 1.5 per cent f. f. a.; and red color indicates old oil and that rancidity will soon develop even if apparently of good quality.—*Analyst*, 51, 416.

A suitable soap perfume, with patchouli the prominent note, may be made from 100 parts each of oil patchouli, oil cloves, benzyl acetate and coumarin, 200 parts of sandalwood, 250 parts of geranium and 50 parts each of vetivert, tincture of civet and residues of musk ambrette, says an article in *Les Parfums de France*. Another formula comprises 110 parts each of oils of patchouli and lemongrass and 55 parts each of oils palmarosa and cassia.

An oxygen washing compound was evaluated by surface tension measurements, washing tests, tensile strength tests, foaming tests and

content of fatty acids and compared with a well known chip soap, cake laundry soap, soap powder, and also sodium oleate. The oxygen preparation was held, as a result of the tests, to be a superior detergent and no more harmful to the fiber than ordinary curd soap. The products used were named in the paper.—*Chemische Zeitung*, 51, 217, and 258, 1927.

In the detection of fish oils by Tsujimoto's new test, negative results were secured by J. Davidsohn using fatty acids from cod liver oil, herring oil and blown fish oil, while only a faint turbidity was obtained by a colleague of Davidsohn with herring oil, according to *Chem. Umschau Fette, Oele, Wasche u Harze*, 34, pg. 49, 1927. Davidsohn believes that the tests of Tsujimoto are applicable only to those oils which the latter used and that the octabromide test is the only reliable one for fish oils.

Recovery of glycerin from fermented molasses mash is covered by two patents, U. S. 1,626,986 and 1,627,140. The first process explodes the crude glycerin slop into vapor by contact with hot inert gas, giving quick vaporization and subsequent condensation in a special apparatus. The second process covers the atomizing of the crude slop in contact with a hot blast of inert gas under a pressure of 30 lbs. with similar results as above. A special apparatus is also used here.

Palm oil to be bleached with compressed air requires a clear oil. Temperature varies below and above 100 deg. C according to quality of oil and is best found by experiment. The greater degree of free acidity, the more difficult the bleaching, although Lagos oil up to 50% acid can be bleached, the results with the high acid oils are not good. When all coloring matter has been oxidized by blowing, an oxidation of the unsaturated acids sets in with a subsequent re-darkening of the oil. Free glycerin is sometimes present and several hundred kilos have been condensed from one shipment. Closed kettles work better than open. Loss of oil by blowing amounts to only a few tenths of a per cent under normal conditions.—*Seifensieder Zeitung*, 54, 318, 1927.

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BERGAMOT	LAVENDER, Flowers	PENNYROYAL, 90%
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CONTRACTS AWARDED

THE following contracts have been awarded or bids filed for supplies of soaps, disinfectants, insecticides, polishes, cleaning compounds, and allied materials for various Government department during the past month. In reporting awarded contracts, only name, quantity and price of successful bidder are given.

Procter & Gamble Distributing Co. awarded a quantity unwrapped laundry soap for Chicago Quartermaster Dept., Circular 34, 5.5c cake. Samuel Kunin & Co. awarded quantity toilet soap at 6.597c cake, same circular. For white floating soap from Windsor Soap Co., 3.38c cake; for chip soap for Selfridge Field from National Grocer Co., 17.5c lb.; for washing-powder from Armour & Co., 13.5c lb. for Fort Sheridan, and from Windsor Soap Co., 12.75c lb. Des Moines and 8.5c lb. Camp Meade; tooth paste from De Vier & Co., at 13.5c tube for Des Moines.

Armour & Co., awarded 27,000 cakes common soap for Brooklyn Quartermaster Dept. at 4.45c cake on Circular 26. Same Circular, 1,500 cakes white floating soap to Windsor Soap Co., at 3.38c cake; 450 lbs. soap powder to Kendall Mfg. Co., at 3.97c lb.; 160 pts. metal polish to Asco Chemical Co., at 14c ea; 10,000 cakes hand toilet soap to John T. Stanley Co., at .00625c per cake, and 500 cakes hand soap same bidder at same price; 900 lbs. issue soap to Kendall Mfg. Co., at 4.93c lb.; 400 cakes white soap to Windsor Soap Co., at 3.38c cake; 200,000 cans concentrated lye to ennsylvania Salt Mfg. Co., at 5.086c can; 240 lbs. washing powder to Kendall Mfg. Co., at 4.17c lb.

For 2,400 lbs. sweeping compound for Marine Corps, Washington, bids were 1.675c lb. Alex C. Ferguson, Jr.; 2c Uncle Sam Chemical Co., and Dust-Down Co. Bids for 100 can furniture polish same place were 30c Uncle Sam Chemical Co.; 28c R. M. Hollingshead Co.; 28.5c American Crayon Co.; 45c Unity Sanitary Supply Co.

J. Eavenson & Sons awarded 2,000 lbs. chipped soap for Frankfort Arsenal, Circular 25, at 8.47c lb.

Clifton Chemical Co., awarded quantity soft green soap for Brooklyn Quartermaster Dept, at 9c lb.

Uncle Sam Chemical Co., New York, awarded contract for Wilmington, N. C. Cur. 126, 48 gals. metal polish at 75c gal.

San Antonio Drug Co. awarded 750 cakes shaving soap at 3.75c cake for Fort Sam Houston Q. M. Dept. and also 684 tubes tooth paste same place at 19c tube.

Texas Soap Co. awarded 69,560 lbs. issue soap, one pound cakes, at 4.92c lb. for Fort Sam Houston Q. M. Dept.

Thompson-Haywood Chemical Co. awarded 40,000 lbs. naphthalene at \$4.70 cwt. for the Chicago Q. M. Dept.

Russia's Trade With U. S. Growing

As a market for American soaps Russia has amounted to little or nothing in the past three years. Toilet soap purchases have been limited to only a few hundred pounds in the past four years while laundry soap imports have been valued at only about \$12,000 in the past three years. In 1919 Russia spent about \$180,000 for American soaps and in 1920 close to \$150,000, laundry soap for the most part, but statistics for other years show little of interest to the soapmaker.

The largest year for U. S.—Russian trade was 1925 with Russia shipping goods valued at 108 million dollars to this country and buying eleven million dollars worth of materials here. In 1913 Russia imported forty-one million dollars of American goods and shipped us materials valued at forty-eight million. Although this trade balance is unfavorable to the United States, Russia had a \$44,000,000 unfavorable balance in the recently ended fiscal year, her foreign trade amounting to \$648,000,000 altogether.

To make a better Hand Soap use NATIONAL AMERICAN GROUND ITALIAN **PUMICE STONE!**

If you want to market a hand cleaner that will make a name for itself as a real quality product, use National American ground Italian pumice stone as the main ingredient. Break away from the coarse cleansing products that have kept hand soaps from being used as freely as they should be and make a smooth soap that may be used on the softest skin without irritating it.

We supply all grades of this material—from 3F, the finest, to No. 2. An absolutely clean product, free from black specks, evenly bolted and 99% pumice, is guaranteed. No. 1 and No. 1½ are especially recommended for use in hand soaps.

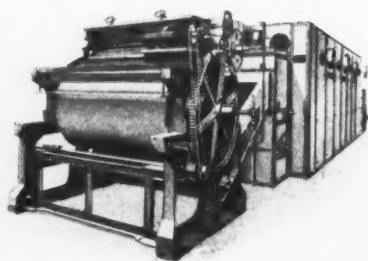
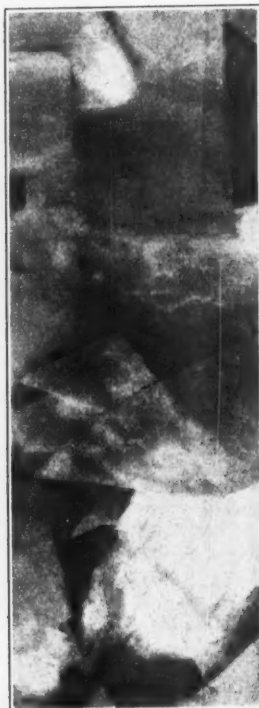
As we import pumice stone direct from Italy, through well established connections, and grind it at our own factory in this country, we are in position to make deliveries of anything from a barrel to carloads promptly at all times.

NATIONAL PUMICE STONE CO., INC.

242 Water Street

New York

The only concern in the U. S. specializing only in Pumice Stone

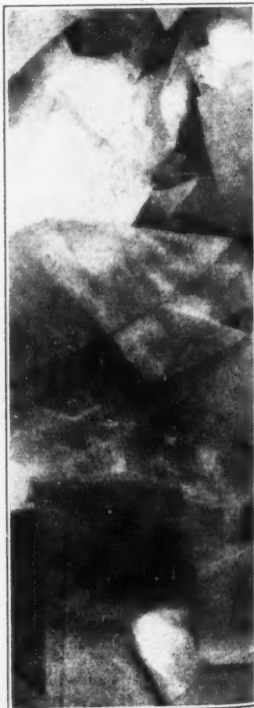


THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA



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RECORD OF TRADE-MARKS

The following trademarks were published in the August issue of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of opposition. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Riddo-Girms—This written inside of a heart describing tooth paste, liquid disinfectant. Filed by Riddo-Girms Chem. Co., Detroit, Mich., Oct. 19, 1926. Claims use since May 25, 1926.

Jacrose—This in black letters describing Soap. Filed by Century Products Co., Chicago, Ill., Jan. 27, 1927. Claims use since Jan. 1, 1890.

Berry's Shasta—This in outline letters over a scenery picture describing soap flakes. Filed by James H. Berry, Bakersfield, Calif., April 9, 1927. Claims use since December, 1921.

Kleenslick—This in black letters in the form of an arc describing powdered hand soap. Filed by Kleenslick Mfg. Co., St. Paul, Minn., April 18, 1927. Claims use since Feb. 15, 1927.

C-S—This in black letters inside of a fancy border box describing a cleansing compound for all smooth surfaces and for laundry use. Filed by Cody Mfg. Co., Cedar Rapids, Iowa, May 2, 1927. Claims use since Apr. 1, 1927.

Prep—This in black letters describing laundry soaps, toilet soaps, shaving cream soaps, shaving soaps, shredded soaps, soap jelly, soap powders, soap flakes, metal polishes, silver polishes, etc. Filed by Mark W. Allen & Co., Detroit, Mich., June 2, 1927. Claims use since May 6, 1927.

Puffso—This in black letters describing soap flakes. Filed by Colgate & Co., Jersey City, N. J., June 4, 1927. Claims use since May 23, 1927.

Neko—This in black letters describing soap and germicidal soap. Filed by Parke,

Davis & Co., Detroit, Mich., June 13, 1927. Claims use since May 31, 1927.

Insecto—This in black letters over the picture of some insects inside of a pipe with a spray coming out, forming a circle, describing product used in killing flies, mosquitoes, moths, roaches, bedbugs, ants, fleas, etc. Filed by Chippewa Products Co., St. Louis, Mo., Mar. 21, 1927. Claims use since July 15, 1926.

Exeunt—This in black letters describing preparation for the destruction of cockroaches, ants, etc. Filed by Laura Ann Ross, Bakersfield, Calif., June 23, 1927. Claims use since May 1, 1927.

Yenroh's Water Gloss Soap—This in black letters describing cleaning and polishing material in the nature of soap. Filed by John A. Horney, Cincinnati, Ohio, June 25, 1926. Claims use since Jan. 16, 1926.

Picture of an open carton describing washing powder. Filed by Poland Soap Wks., Anniston, Ala., May 28, 1927. Claims use since May 9, 1927.

Tantalizer—This in black letters over the picture of a head of a boy and girl describing cleanser in powdered form for general household use. Filed by F. A. Kauffman Mfg. Co., St. Louis, Mo., June 10, 1927. Claims use since Mar. 10, 1927.

Jaquet—This in black letters in a circle describing soaps, shaving cream and polishes. Filed by Josephine Jaquet, Jersey City, N. J., June 24, 1927. Claims use since June 18, 1927.

Infantol—This in black letters describing liquid soap. Filed by Vestal Chemical Co., St. Louis, Mo., June 24, 1927. Claims use since May 1, 1927.

Detergax—This in black letters describing cleansing emulsions and soaps. Filed by Klenzing Emulsion Co., Garwood, N. J., June 25, 1927. Claims use since May 1, 1927.

Klemco—This in black letters inside of a fancy bordered oval describing cleansing emulsions and soaps. Filed by Klenzing Emulsion Co., Garwood, N. J., June 25, 1927. Claims use since May 1, 1927.

Picture of a soldiers head describing soaps. Filed by Irving McEwen, Omaha, Nebr.,

Label your toilet soap!

A stock seal for



**Toilet
Soaps**

Perfumes

**Toilet
Preparations**

A Henderson lithographed label, placed on your own wrapped cake of toilet soap will supply the finishing touch to the package. It will raise your soap above the ordinary grade. Because these labels are produced in large quantities and stocked by us their cost will not hinder their use even on comparatively inexpensive toilet soaps.

The selection of the proper label for your product may be made easily. We carry the largest line of high grade, exclusively designed stock labels in the world.

For \$2.00 we'll send you our complete sample line, approximating 1,400 designs. The \$2.00 will then be credited to you on receipt of your order.

Let us quote on your SPECIAL Label and Soap Wrapper requirements.

The HENDERSON LITHOGRAPHING CO., Division
of
The Strobridge Lithographing Co.,
Norwood B-29, Cincinnati, O.



Palmer's
LIQUID SOAP DISPENSERS

**Floor Brushes
Mops and
Mop Sticks
Aromazon Air
Conditioner
Soaps
Insecticides
Disinfectants
Vacuum Eraser
Cleaners**

We also manufacture Palmer Soap Valves and Tank Equipment, and can supply valves and tanks separately, or furnish complete systems ready for installation.

SPECIALISTS
in Janitor, Sanitary and
School Supplies

Dependable Soap Dispensing Equipment

**Positive in Action—
Will Not Leak—
Does Not Clog—
Fully Guaranteed**

Why jeopardize your liquid soap business with inferior dispensing equipment, when Palmer Guaranteed dispensers and valves are available at no increase in cost?

Write for Literature and Samples

PALMER CO.

**Manufacturers for the Jobber
Milwaukee, U.S.A.**

New York Office - 501 Fifth Ave.

Say you saw it in SOAP!

June 27, 1927. Claims use since June 1, 1927.

Wif—This in black letters describing insect exterminator. Filed by Independent Oil & Chemical Co., Port Richmond, N. Y., April 27, 1927. Claims use since May 1, 1923.

Kalo—This in black letters inside of a double circle describing disinfectants, insecticides, poultry worm medicine, etc. Filed by Kalo Co., Quincy, Ill., May 11, 1927. Claims use since 1914.

Odor-Nox—This in black letters describing deodorants, disinfectants, antiseptics and germicides. Filed by Odor-Nox Chemical Co., Los Angeles, Calif., May 4, 1927. Claims use since June 12, 1923.

Ken-I-sope—This in black letters describing liquid shampoo and exterminator of fleas and other vermin. Filed by Chappel Bros., Inc., Rockford, Ill., May 27, 1927. Claims use since May 12, 1927.

Insektospray—This in black letters underlined insecticides. Filed by McCormick & Co., Inc., Baltimore, Md., June 25, 1927. Claims use since June 6, 1927.

Crystal White—This in black letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., April 18, 1927 under 10 years proviso. Claims use since 1894.

Midalco—This in black letters describing preparation of soap and other ingredients for use especially in dry cleaning. Filed by Midland Chemical Labs., Inc., Dubuque, Iowa, May 28, 1927. Claims use since Dec. 1, 1925.

Jockee—This on a fancy background describing soap. Filed by Crystal Chemical Co., Newark, N. J., June 7, 1927. Claims use since May 28, 1927.

Mother's Helper—This on a package on a little boy's head describing cleansing soap. Filed by D. M. Hoffecker, Boston, Mass., June 9, 1927. Claims use since Jan. 2, 1920.

Calumet—This in black letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., June 22, 1927. Claims use since January 1896.

Royal Fern—This in black letters describing toilet soap. Filed by Houbigant, Inc., New York, N. Y., June 23, 1927. Claims use since June 17, 1927.

Wyandotte—This below the picture of an Indian describing cleansing and cleansing materials comprising dry soluble Alkali Powders, soap powders, etc. Filed by J. B. Ford Co., Wyandotte, Mich., June 18, 1925. Claims since May 13, 1899.

E-Zum—This in black letters underlined describing spray for exterminating insects

on livestock and for disinfecting and deodorizing stalls, etc. Filed by Valentine Chemical Co., Boston, Mass., July 2, 1927. Claims use since April 23, 1927.

Fyx-Em—This in black letters describing insecticide for destroying flies, moths, ants, etc. Filed by Valentine Chem. Co., Boston, Mass., July 2, 1927. Claims use since April 23, 1927.

Trade Marks Granted

230,018—Shaving Soap and Shaving Sticks. Colgate & Company, Jersey City, N. J., and New York, N. Y. Filed February 8, 1927. Serial No. 244,000. Published May 3, 1927.

230,071—Insecticides, Insect Repellents, and Disinfectants. Richard W. Leonard, Inc., Chicago, Ill. Filed January 24, 1927. Serial No. 243,274. Published April 26, 1927.

230,111—Foot Soap, Cleaning Compounds, Shampoo Soap, and Liquid Soap, Cenol Company, Chicago, Ill. Filed February 28, 1927. Serial No. 244,982. Published May 3, 1927.

230,252—Soaps and Cleansers. Colgate & Company, Jersey City, N. J. Filed March 15, 1927. Serial No. 245,780. Published May 10, 1927.

230,254—Soaps and Washing Powder. Poland Soap Works, Anniston, Ala. Filed March 23, 1927. Serial No. 246,200. Published May 10, 1927.

230,278—Insect and Vermin Destroyer. R. J. Baughman, Sr., Greensburg, Pa. Filed March 31, 1927. Serial No. 246,659. Published May 10, 1927.

230,308—Insecticides, Disinfectants and Cleaning Compounds. Cenol Company, Chicago, Ill. Filed February 28, 1927. Serial No. 244,983. Published May 10, 1927.

231,241—Household insecticide. Pax Manufacturing Company, New York, N. Y. Filed April 30, 1927. Serial No. 248,248. Published June 7, 1927.

231,395—Soap powder combined with mineral ingredients. The Cudahy Packing Co., Chicago, Ill. Filed April 1, 1927. Serial No. 246,741. Published June 7, 1927.

231,608—Liquid insecticide Spray. Western Chemical Company, St. Joseph, Mo. Filed February 5, 1927. Serial No. 243,902. Published May 24, 1927.

231,817—Soap. The Palmolive-Peet Company, Chicago, Ill. Filed April 18, 1927. Serial No. 247,633. Published June 14, 1927.

(Continued on Page 72)

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

*For your own protection, insist on
Original Cans and Cases*

PACKED IN 100-LB. CASES—EACH CASE
CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

Sole Agents in U. S. A.

26 CORTLANDT STREET
PHONE—RECTOR 4586

NEW YORK CITY
CABLE ADDRESS—COXASPEN, N. Y.

Say you saw it in SOAP!

Market Report on ESSENTIAL OILS AND AROMATICS

(As of September 8, 1927.)

NEW York—During the past month, there has been general dullness in the essential oil market. A combination of weather conditions and consequent listless demand from consuming channels accounted for little more than hand-to-mouth trading. Price movements have been mixed, but the greater number of changes were in favor of buyers. Lavender, bois de rose, bergamot and lemon were strong. Easier tendencies developed in caraway, cassia, linaloe, peppermint, and citronella.

OIL ANISE

Stocks are plentiful and dealers are holding prices steady without change from previously noted levels, 58c to 60c lb. for U. S. P. goods on spot and 56c to 58c for technical oil.

OIL BERGAMOT

Cabled reports from Sicily near the close of

the period showed all prices for Messina essences higher abroad. The effect here was stiffer prices, but the absence of any but the most routine type of demand offset the bullish influence of higher import quotations. Spot closed at \$6.00 all the way to \$6.75 lb. for standard brands.

OIL BOIS DE ROSE

A firmer undertone seemed to be noticeable on the spot. Sellers quoted with less tendency to shade in the face of orders. Spot goods inside at \$2.20 ranging to \$2.35 lb. as to seller.

OIL CASSIA

Cabled quotations near the close showed slightly lower prices and reflected a month of softness in both primary and spot markets. On spot, dealers were holding prices as before without change at \$1.90 to \$2.10 lb. as to seller and quantity. Technical 80-85 oil at \$1.60 to \$1.70 lb.

D & O
ESTABLISHED IN 1798

= **QUALITY**

*Discriminating buyers have long ago determined
the value of these products by their Quality.*

OIL BAY

OIL CASSIA

OIL BERGAMOT

OIL BOIS DE ROSE

OIL CAMPHOR, WHITE

OIL CLOVE

OIL COPAIBA

OIL GERANIUM

OIL LAVENDER

OIL CAMPHOR, "SASSAFRASSY"

OIL NUTMEG

OIL VETIVERT

OIL CEDARWOOD

OIL CITRONELLA

THE "D & O" LABEL INVITES COMPARISONS

*Write us if you are not acquainted
with our perfume specialties.*

DODGE & OLCOTT COMPANY
87 FULTON STREET - - - - - NEW YORK

*"The Integrity of the House is Reflected
in the QUALITY of its PRODUCTS."*

FOXON LABELS & WRAPPERS

"They Seal" "They Beautify" "They Identify"

Gold Embossed or Multi-color Labels to seal cellophane or fancy papers—

Complete wrappers printed in gold and any number of colors—

Any style of label or wrapper that you may desire will be individually designed and carefully printed.

Outline your needs—Send for samples—or—Ask to have a representative call.



THE FOXON COMPANY
230 West Park St.
Providence, R. I.

Heliotropine for Soaps

WHERE quality is paramount it is absolutely necessary to use only the finest raw materials. When using Heliotropine, V. F., soapmakers may always be certain that uniform results will be obtained. The Heliotropine manufactured by Vanillin-Fabrik is guaranteed not to contain any foreign odors carried over from the crude material.

P. R. DREYER

26 CLIFF STREET - - - - - NEW YORK

Sole U. S. Agents for

VANILLIN-FABRIK G.M. HAMBURG-BILLBROOK B.H.

TELEGR.-ADR. VANILLINFABRIK • TEL. SAMMELNUMMER D8 3432



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OIL CEDARLEAF

Slightly lower prices developed in cedarleaf oil during the month. At the close, insiders were naming 95c in drums against \$1.00 last month. The range as to quality and seller was from this point up to \$1.10. Oil cedarwood in original drums held at 30c to 33c lb. unchanged.

OIL CITRONELLA

Although there has been a fair routine seasonal demand for oil citronella Ceylon, the quantities to supply this demand have been sufficiently large to hold prices at or below the levels of a month ago. Spot Ceylon in drums closed at 34c to 36c lb. with Java oil dull and easy at 45c to 50c lb.

OIL GERANIUM

Demand has been dull and there has been little or no change in the position of geraniums. The apparent firmness of a month ago was replaced by general lack of interest and quiet during the period. Prices remained unchanged at \$3.00 up to \$3.50 lb. spot for African or Bourbon oil in drums.

OIL LAVENDER

Several high priced sales made by producers in France tended to give a stronger aspect to the market, but no appreciable effect was noted here. An ample production of lavender, fully up to normal, is expected in France this year. What producers get for their oil, that is the manner in which they play their market, will determine the tendency in prices over the next few months. On spot, lavender closed at \$3.50 to \$4.50 lb.

OIL LINALOE

Larger offerings and absence of demand brought out lower spot prices for linaloe during the period, closing at \$2.00 to \$2.25 lb.

OIL PEPPERMINT

Stocks of oil in the Mid-West are plentiful and there has been some buying in primary markets at current prices. However, as larger stocks of new oil come in, there is a tendency for prices to sag slightly. On spot, prices closed at \$3.45 to \$3.60 lb. for natural and \$3.70 to \$4.00 for redistilled according to seller.

Flower oils are meeting with a rather small demand in the Grasse, France, producing center, according to a Consul report from Nice. While some of the newly distilled essences are moving fairly well, buyers are apparently stocked ahead on most items. Crop conditions are noted as favorable.

Perfuming Specialties for SOAPS

Oak Moss Resin

A pure oak moss product at a remarkably low price, of special interest to Soap makers.

Cassie S

A synthetic cassie widely known for its fine odor, strength and lasting qualities.

Oil of Lavender

We handle only the finest quality lavender oils.

Aromatic Chemicals

A complete line of the best synthetics produced in France. Their use, only sparingly, will add a quality note to your soaps.

BENJ. FRENCH, Inc.
160 FIFTH AVE. - NEW YORK

Agents for

Descollognes Freres - Pilar Freres
Lyon, France Grasse, France

"COLUMBIA BRAND"

Caustic Soda

SOLID — FLAKE
GROUND — LIQUID



Soda Ash

LIGHT —
DENSE

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

QUALITY

SERVICE

Address all Communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.,
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

We have been making SILICATE OF SODA in various grades and various forms, especially adapted to use in the manufacture of soap, so many years that GRASSELLI leadership in quality and service is definitely established throughout the industry.

THE GRASSELLI CHEMICAL CO.

CLEVELAND OHIO

Established 1839

Albany	Milwaukee
Birmingham	New Haven
Boston	New Orleans
Charlotte, N.C.	New York
Chicago	Paterson
Cincinnati	Philadelphia
Cleveland	St. Louis
Detroit	St. Paul



GRASSELLI GRADE

A Standard Held High for 88 Years

Say you saw it in SOAP!

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of September 8, 1927.)

NEW York.—On the whole, there was less certainty to demand during the past month than for some time. Purchases of spot chemicals showed a falling off which was accentuated by the general quiet which attended the general three-day holiday over Labor Day. On contract deliveries, there was less of a slowing down, and apparent expectation that the balance of September would see sufficient withdrawal of stocks to make up for any losses in tonnage incurred during the first week of the month. Rosins showed a reduction in stocks of pale grades. Glycerin was weak throughout the month.

ALKALIES

Perhaps because of the more diverse character of their consumption, caustic and ash showed little falling off in tonnage moved at the end of August and early September.

Contract shipments were large and continued well above a parity with last year, according to reports. Total of available stocks of all caustic soda are said to be smaller than a year ago. Prices have not been changed from the schedule in effect since Jan 1.

ROSINS

In the balance of receipts and shipments from Southern points during the period, there was reported a slight reduction in stocks owing to a continuation of heavy shipments. Especially in the pale grades, light receipts did not keep pace with shipments and the differential between light and dark rosins was widened considerably as a consequence. A gain of almost \$1.50 per bbl. was recorded in WW rosin during the month while B to N grades lost 40c to 50c per barrel. Closing prices at New York were: B, \$10.40; F, \$10.45; K, \$10.55; N, \$10.65; WG \$11.45;

THE SUPERFOS COMPANY

535 PEARL STREET

NEW YORK, N. Y.

Sole American Distributors of electrolytic

CAUSTIC POTASH

90/92% Westeregehn Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

Imported CHLOROPHYLL, Oil and Fat Soluble

Manufactured by HOLZVERKOHLUNGS INDUSTRIE

FLUOSOUR

The Ideal Laundry Sour

FLUOREX

A Concentrated Fluorine Insecticide

Manufactured by the AMERICAN FLUORIDE CORPORATION

You Can Always Have Diamond Alkalies on Short Notice



No matter how limited or how large your requirements, Diamond Alkalies are always quickly available. Conveniently located warehouse stocks are available for the less than carload buyer and larger quantities can be promptly obtained through carload shipments direct from the works.

There are Diamond Warehouse Stocks in Your Vicinity



DIAMOND ALKALI COMPANY • PITTSBURGH, PENNA.

Solvay
CAUSTIC POTASH
LIQUOR 45%

Tank Cars — Drums

For immediate shipment

Address Inquiries to

SOLVAY SALES CORPORATION

40 RECTOR STREET, NEW YORK

Alkalies and Chemical Products Manufactured By The Solvay Process Company

WW \$13.40 bbl. Wood rosin was firm and held its advance to \$8.00 at works.

GLYCERIN

Although demand for glycerin during the past month has been very dull, some inquiry was reported for C. P. which may account for the price of this grade showing no trend toward easier levels. The closing figure for spot drums was 24c lb. Dynamite was generally soft and lacked inquiry from consumers. In spite of the apparent weakness, the price did not slide off a great deal which is believed to be due to some holders' willingness to wait and gamble on the anti-freeze demand rather than sacrifice their stocks now at lower prices. Counter offers from buyers were considerably under the generally accepted market levels. They failed to meet ready acceptance. Dynamite was reported closed on spot at 20c lb. with saponifications at 14 $\frac{3}{4}$ c and soap lye at 13 $\frac{1}{4}$ c to 13 $\frac{1}{2}$ c lb.

COAL TAR PRODUCTS

With spot stocks smaller and holders showing a tendency to name higher prices for their goods, cresylic acid carried a markedly stronger tone during the period. Some sales of pale acid were made at higher prices. On spot, sellers name all the way from 66c gal. up to 74c for quantities according to seller. U. S. P. cresol scarce and unchanged. The dullness expected in naphthalene developed during the period as seasonal demand fell off. Prices showed no change. Phenol held at the higher prices noted last month. Demand for creosote oil continues active and is absorbing large production and imports without difficulty. Prices are strong. Tar acid oils are steady at unchanged prices.

MISCELLANEOUS PRODUCTS

Pyrethrum flowers have attracted attention by higher prices in both primary markets and a tendency to advance figures here. On powder, as to sellers, quotations range all the way from 26c to 30c lb. Granulated are held at 28c to 30c. Formaldehyde easier at 9 $\frac{1}{2}$ c to 10c lb. carlots. Less demand for sodium fluoride with prices at 9c to 9 $\frac{1}{4}$ c spot. Caustic potash continues strong and in good demand. Base price 7 $\frac{1}{2}$ c ranging to 8c for smaller quantities.

Tooth soap exports were valued at \$275,450, in May, the tonnage having reached 309,024 pounds. England was by far the largest buyer, taking 120,530 pounds. Her nearest competitor was the Philippines, with imports of 16,246 pounds.

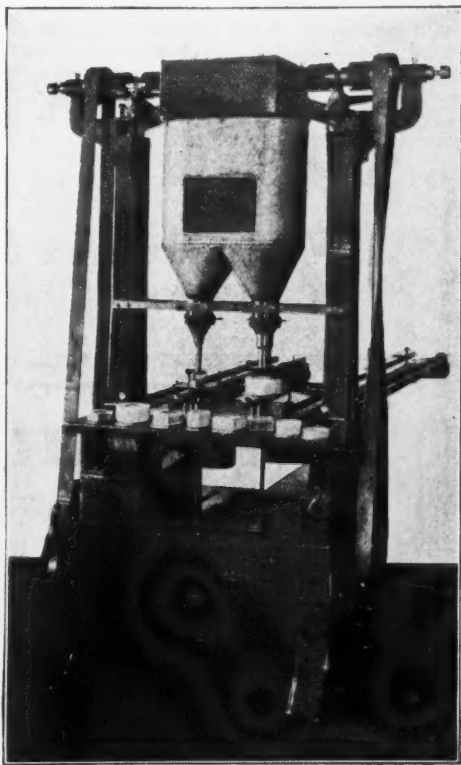
FACE & BODY POWDERS

$\frac{1}{2}$ ounce to 16 ounces in

Ten Different Pouches

handled on one machine

with so little dust that a repeat order soon followed.



Two pouches filled simultaneously by one operator on this model M.H. We build a single station model, also four fully automatic machines with capacities up to 60 per minute.

Send for certified operating and maintenance costs.

NATIONAL PACKAGING MACHINERY CO.

192 Green Street, Jamaica Plain
Boston, Mass.

DIRECT IMPORTERS

Choice Italian Olive Oil Foots
Palm Oil, Lagos & Niger
Palm Kernel Oil
5% Spanish Olive Oil

Peanut Oil
Sesame Oil
Soya Bean Oil
88/92% Caustic Potash

DEALERS

P. S. Y. Cotton Oil
Winter Cotton Oil
Crude Corn Oil
Cocconut Oil

Tallow
Animal Grease
Red Oil
Stearic Acid

Stocks carried in New York Warehouse

Welch, Holme & Clark Company
565 GREENWICH STREET -- NEW YORK CITY

PALM OIL — all grades

Get our prices before buying.

"THERE IS A REASON."

Since 1897 we have been **DIRECT IMPORTERS** of

Choice Green Italian Olive Oil Foots
Palm Oil, Genuine Lagos and Niger
Palm Kernel Oil
Degras (Woolfat)

Caustic Potash, Electrolytic, 90/92% Guaranteed
Carbonate of Potash, Calcined, All Tests
Yellow Pressed Olive Oil Guaranteed Pure
Cresylic Acid, 97/99%

Dealers in

Red Oil (Oleic Acid)
Saponified and distilled
Stearic Acid
Fatty Acids

Peanut Oil
Coconut Oil
Rapeseed Oil

SPOT — FUTURE — CONTRACT

T. G. COOPER & CO.

47 and 49 North Second Street

Philadelphia Pa.

Say you saw it in SOAP!

Market Report on TALLOW, GREASES AND OILS

(As of September 9, 1927)

NEW YORK—The bullish effect of the cotton news has tended to put up the prices for most fats and oils during the month. Latest Government report shows a further expected curtailment of cotton production and the influence of this is expected to be far-reaching. All cotton oil products are up. All reports from other cities indicate strong and higher markets. The upward trend in fat prices will probably stop any further declines in glycerin.

COTTONSEED OIL

Sharp advances in cotton prices on crop news carried the usual upward movement in oil prices. Southern sellers are decidedly bullish and offerings during the closing week of the period were limited. The price crept upward toward the close with refined oil running from 11.50 to 11.80 and closing at the latter figure.

Crude oil in all positions moved to 10.00 with offerings light and in some cases prices nominal.

TALLOW

The first week of September saw an active inquiry for tallow which was a continuation of late August activity. Prices moved upward under the influence of buying and the general character of the fat and oil situation. Closing the period, tallow sales were reported made at $8\frac{1}{4}c$ and $8\frac{1}{2}c$ for prime.

COCONUT OIL

Along with other soapmaking fats and oils, coconut moved upward during the period and sales of spot Ceylon barrels were made over 10c. Tanks Coast commanded $8\frac{1}{2}c$ to 9c. Manila oil tanks Coast was held at the same with New York tanks 9c to higher. Sept. 1 reports from Manila indicate a firm copra and oil situation, with output well cared for.

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PALM OIL

Available palm oil during the closing week of the period was in small supply and with restricted offerings, the price naturally turned upward. Sales of Lagos spot were reported at 8c with Niger oil commanding 7¾c lb. Futures ¾c under these at New York. Palm kernel oil was also strong at 95½c to 97½c.

OLIVE OIL FOOTS

Foots also scored an advance in prices over the month and closed the period at 9½c inside for both spot and shipment goods. This is practically a cent rise during the past two months and has been due to the elimination of some accumulated stocks by a much improved demand. Denatured olive oil was in steady demand at \$1.70 to \$1.80 gal.

MISCELLANEOUS PRODUCTS

Greases were up in keeping with the general market trend. House and yellow greases closed close to 7c lb. spot. A firmer tone with little change in price was noted both in the case of red oil and of stearic acid. Demand for cottonseed fatty acids was more active, with prices at about 7c. Coconut fatty acids were quoted about the same at the close. Settled cottonseed soap, 65%, closed at 3¾c, according to Chicago report.

New Vitamin Process for Fish Oils

A new patented process for the removal of vitamins A and D from sardine oil, cod oil, and other fish oils, in which they are said to occur in large quantities, in some cases to a greater degree than in medicinal cod liver oil, has been announced by Fischer-Hollinshead Co., New York, who developed the process. The vitamins are present in the unsaponifiable material of the fish oils and at the present time are reported being wasted by soapmakers saponifying fish oils. The removal of the vitamin content of the cheaper fish oils incidental to the saponification of these oils, gives a much cheaper source for the isolation of vitamins for use in concentrated form in medicinal products, margarines, poultry foods, and for fortifying cod liver oil. Recent biological tests conducted by Mead, Johnson & Co., Evansville, Ind., indicate that the vitamin concentrate is very effective for use in edible oils and fats. By use of the vitamin extract in cottonseed oils, medicinal syrups, and the like, the objectionable odor and taste of cod liver oil are reported eliminated with even higher vitamin content, if desired, than the original cod liver oil. Hydrogenated fish oils cannot be used as the vitamins are destroyed in the hardening process.

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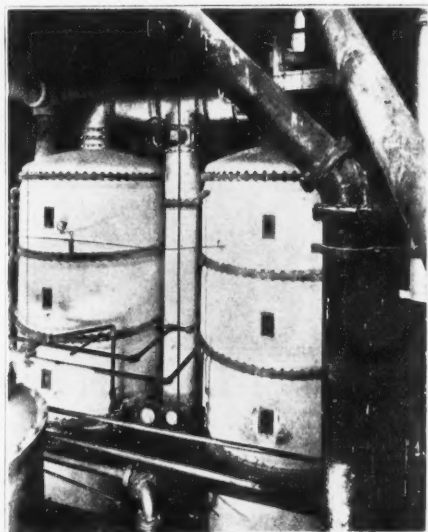
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CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09	.10
Cresylic, 95%, dk., drums	gal.	.66	.69
97-99%, pale, drums	gal.	.67	.70
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.11	.12
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.17	.20
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat. No. 5, drums ext.	gal.	.46	.48
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.80	.90
St. Thomas, bbls.	gal.	.80	.90
Domestic, bbls.	lb.	.60	.70
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote, U. S. P., carbys.	lb.	.42	.45
Creosote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	gal.	.10	.10½
Fullers Earth, bags	ton	25.00	35.00

Glycerin, C. P. drums	lb.	.24	.25
Dynamite, drums	lb.	.20	.21
Saponification, tanks	lb.	.15	.15½
Soap, Lye, tanks	lb.	.13½	.14
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.25	4.50
Synthetic	lb.	3.25	3.50
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05	.05½
Nitrobenzene (Myrbane), drums	lb.	.09	.12
Paraffin, cases, slabs	lb.	.06½	.07
Paradichlorobenzene, bbls.	lb.	.18	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.04	.09
Phenol (Carbolic Acid), drums	lb.	.18	.20
Pine Oil, bbls.	gal.	.72	.73
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (500 lb. bbls. gross for net)—			
Grade B to H, basis 280 bbl.	bbl.	10.75	11.10
Grade K to N	bbl.	11.20	11.25
Grade WG and WW	bbl.	11.50	12.00
Wood, works	bbl.	—	8.00
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50



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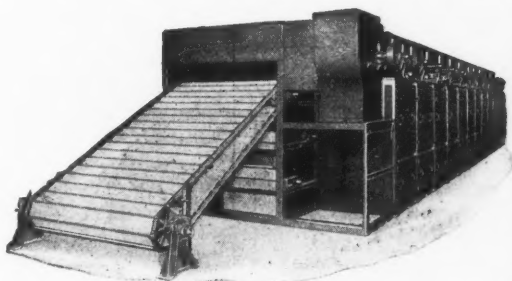
Soda Caustic, Contract, wks. sld.100 lb.	3.00	3.20
Five drums up, solid, local100 lb.	3.76	3.90
Five drums up, grnd. flk.100 lb.	4.41	4.65
Soda Sal, bbls.100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.100 lb.	3.00	3.75
Sodium Chloride (Salt)100 ton	13.00	20.00
Sodium Fluoride, bbls.lb.	.09	.10
Sodium Hydrosulphite, bbls.lb.	.24	.28
Sodium Phosphate, bbls.lb.	.04	.05
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drums100 lb.	.80	1.25
Drums, 60 deg., wks.100 lb.	1.70	2.00
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25%gal.	.26	.30
Zinc Stearate, bbls.lb.	.20	.22

Oils—Fats—Greases

Castor, No. 1, bbls.lb.	.13½	.13¾
No. 3, bbls.lb.	.12½	.13
Blown, bbls.lb.	—	.16½
Coconut, bbls., N. Y.lb.	.10	.10½
Tanks, Coastlb.	.08½	.08¾
Fatty acids, mill, tankslb.	—	.07¼
Cod, Newfoundland, bbls.gal.	.63	.65
Tanks, N. Y.gal.	.61	.63
Copra, bags, Coastlb.	—	.05½
Corn, ref., bbls., N. Y.lb.	—	.12
Crude, tank, millslb.	—	.09½
Bbls., N. Y.lb.	—	.11½
Cottonseed, crude, tanks milllb.	.09½	.09¾
PSY, bbls., N. Y.lb.	.11	.11½
Fatty acids, mill, tankslb.	—	.07½
Degras, Amer., bbls., N. Y.lb.	.04¾	.05
English, light, bbls., N. Y.lb.	.05½	.06
Brown, bbls., N. Y.lb.	.05	.05½
Light brown, bbls., N. Y.lb.	.04½	.04¾
Dark, bbls., N. Y.lb.	.04	.04½
Neutral, bbls., N. Y.lb.	—	.08
Greases, choice white, bbls., N. Y.lb.	.07½	.10
Yellowlb.	.06¾	.07
Brownlb.	—	.06¼
Houselb.	—	.06¾
Bone Napthalb.	—	.06¾
Lard, prime steam, tierceslb.	—	.13½
Compound tierceslb.	—	.13
Lard Oil, edible primelb.	—	.16

Off prime, bbls.lb.	—	.14
Extra, bbls.lb.	—	.12
Extra, No. 1, bbls.lb.	—	.11¾
No. 2, bbls.lb.	—	.10¾
Linseed, raw, bbls., spotlb.	.10¾	.11½
Tanks, rawlb.	—	.09¾
Boiled, 5 bbl. lotslb.	—	.11¾
Menhaden, Crude, tanks, Balt.gal.	—	.44
Light pressed, bbls.lb.	—	.60
Yellow, bleached, bbls.gal.	—	.63
Extra bleached, bbls.gal.	—	.65
Oleo Oil, No. 1, bbls., N. Y.lb.	—	.13¾
No. 2, bbls., N. Y.lb.	—	.12½
No. 3, bbls., N. Y.lb.	—	.11½
Olive, denatured, bbls., N. Y.gal.	1.70	1.80
Edible, bbls., N. Y.gal.	2.50	2.75
Foots, bbls., N. Y.lb.	—	.09¾
Shipmentslb.	—	.09¾
Palm, Lagos, casks spotlb.	—	.08
Shipmentslb.	—	.07½
Niger, casks, spotlb.	—	.07¾
Shipmentslb.	—	.07
Palm Kernellb.	.09¾	.09½
Peanut, refined, bbls., N. Y.lb.	.14½	.16
Crude, bbls., N. Y.lb.	—	.11
Red Oil, distilled, bbls.lb.	—	.09¾
Saponified, bbls.lb.	.09¾	.10
Tankslb.	—	.09
Soya Bean, crude tks., Pacific Coastlb.	—	.09½
Crude, tanks, N. Y.lb.	—	.11½
Crude, bbls., N. Y.lb.	—	.12
Refined, bbls., N. Y.lb.	—	.14
Stearic Acid		
Double Pressedlb.	.11	.12
Triple pressed, bgs.lb.	.13	.13½
Stearine oleo, bbls.lb.	.11¾	.12
Tallow, edible tierceslb.	—	.08¾
City, extra loose, f.o.b. plantlb.	—	.08
Tallow oils, acidless, tanks, N. Y.lb.	—	.10½
Bbls., c/l, N. Y.lb.	—	.10¾
Whale, nat. winter, bbls., N. Y.lb.	—	.78
Blchd., winter, bbls., N. Y.gal.	—	.80
Extra blchd., bbls., N. Y.gal.	—	.82

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Carnation	Lettuce	Sweet Pea	" " 4
Cologne	Lilac Blue	Trans. Glycerin	" " 5
Gardenia	Lilac White	Treble	" " 6
Geranium	Musk	Verbena	" " 7
Glycerin	Narcissus	Violet France	" " 8
Heliotrope	Neroli	Violet Parma	" " 9
Honeysuckle	New Mown Hay	White Rose	" " 10
Hyacinth	Orange Blossom	Windsor	" " 11
Jack Rose	Patchouly	Ylang Ylang	" " 12

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" III. .40 lb.	" VI. .90 lb.	" IX. 1.75 lb.	" XII. 2.65 lb.

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10 gals.	14½"	26"	27 lbs.	2.25
20 gals.	20 "	26"	42 lbs.	4.50
30 gals.	21 "	34"	65 lbs.	6.00
55 gals.	25 "	35"	80 lbs.	7.00

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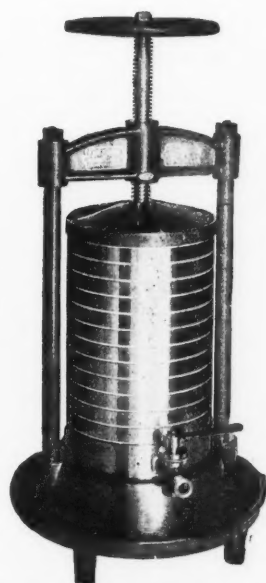
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Almond, Bitter, U. S. P.lb.	2.90	3.50	Lemongrass, native, canslb.	.90	1.00
Bitter, F. F. P. A.lb.	3.00	3.75	Linaloe, Mex., caseslb.	2.00	2.10
Sweet, canslb.	.80	.85	Neroli, Bigarde, ½ & 1 lb. bot.....lb.	75.00	100.00
Apricot, Kernel, canslb.	.60	.62	Petale, 1 lb. bot.lb.	100.00	125.00
Anise, Tech., canslb.	.56	.58	Artificial, 1 lb. bot.lb.	10.00	20.00
U. S. P., canslb.	.57	.60	Nutmeg, U. S. P., tinslb.	1.65	1.70
Bay, tinslb.	1.75	1.90	Orange, bitter, tinslb.	2.70	2.90
Bergamot, copplb.	6.00	6.50	Sweet, W. Ind., tinslb.	2.50	2.60
Artificial, canslb.	2.50	3.50	Italian, cop.lb.	2.75	3.00
Birch Tar, rect. bot.lb.	.55	.60	Distilledlb.	2.10	2.25
Crude, tinslb.	.18	.20	Origanum, cans tech.lb.	.25	.28
Boise de Rose, tinslb.	2.25	2.50	Patchoulilb.	8.00	9.00
Cade, canslb.	.27	.29	Pennyroyal, dom.lb.	1.90	2.00
Cajuput, native, tinslb.	.75	.80	Importedlb.	1.60	1.70
Calamus, bot.lb.	3.75	4.00	Peppermint, nat. caseslb.	3.25	3.50
Camphor, Sassy, drumslb.	—	.14½	Redis, U. S. P., caseslb.	4.00	4.25
White, drumslb.	.11½	.12	Petit Grain, S. A., tinslb.	1.60	1.70
Cananga, native, tinslb.	—	4.00	Pinus Sylvestrislb.	.85	1.25
Rectified, tinslb.	—	4.75	Pumilio, U. S. P.lb.	2.25	2.50
Caraway Seedlb.	1.55	1.60	Rose, Frenchoz.	9.00	9.50
Cassia, 80-85%lb.	1.60	1.70	Bulgarianoz.	9.50	11.00
Redistilled, U. S. P., canslb.	1.90	2.00	Artificialoz.	2.00	2.75
Cedar Leaf, tinslb.	.95	1.10	Rosemary, U. S. P., drumslb.	.48	.55
Cedar Wood, light, drumslb.	.30	.32	Tech., lb. tinslb.	.33	.36
Citronella, Ceylon, drumslb.	.34	.35	Sandalwood, E. Ind., U. S. P.lb.	7.00	7.25
Java, drumslb.	.45	.50	W. Indian (Amayris)lb.	1.80	2.00
Cloves, U. S. P., canslb.	1.40	1.50	Sassafras, U. S. P.lb.	.80	1.00
Copaibalb.	1.00	1.05	Artificiallb.	.27	.28
Eucalyptus, Austl., U. S. P., cans ..lb.	.56	.57	Spearmint, U. S. P.lb.	3.30	3.50
Fennel, U. S. P., tinslb.	.80	.90	Sprucelb.	.90	1.00
Geranium, African, canslb.	3.00	3.25	Thyme, red, U. S. P.lb.	.70	.80
Bourbon, tinslb.	3.00	3.25	White, U. S. P.lb.	.90	.95
Hemlock, tinslb.	.90	1.00	Tech.lb.	.60	.70
Lavender, U. S. P., tinslb.	3.50	4.50	Vetivert, Bourbonlb.	9.00	12.00
Spike, Spanish, canslb.	1.00	1.30	Javalb.	20.00	22.00
Lemon, Ital., U. S. P.lb.	2.15	2.35	Ylang Ylang, Bourbonlb.	7.00	10.00



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Filters large or small quantities.

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SOAPMAKERS and others manufacturing related products can profitably add shaving cream to their line through utilizing my new simplified manufacturing process. Fine quality cream can be made in from two to four hours by this new method. Formula and complete manufacturing instructions are available at low cost. Write for all of the details.

If you are already making shaving cream and want to reduce the time necessary for its production it will pay you to investigate this new process thoroughly.

Formulas for all kinds of toilet preparations are also available at moderate fees.

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Charles W. Aiken

Consulting Engineer

Thirty-five years experience in the design, equipment and operation of Soap and Glycerine Plants.
May I be of service to you?

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45 Bromfield Street
BOSTON - MASS.

CONSULTING CHEMIST

Since 1914

Specializing in

Oils - - Soaps

**Insecticides
Disinfectants
Polishes**

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Can solve your problems, eliminate your difficulties, develop new products and processes, conduct chemical analyses, practical research and factory control. A complete technical service by a qualified expert at moderate fees.

LLOYD A. HALL
Consulting Chemist
934 W. Huron St., Chicago

Aromatic Chemicals**ISOLATES**

Anethol	lb.	1.10	1.04
Citral	lb.	2.75	3.00
Citronellal	lb.	2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.	lb.	2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.00	5.00
Rhodinol	lb.	10.00	15.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	2.90	3.00

SYNTHETICS

Acetophenone, C. P.	lb.	3.00	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.25	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	4.50	6.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	.90	1.00
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	3.75	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.47	.50

Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	6.50	7.00
Ketone	lb.	7.00	10.00
Nylene	lb.	2.50	2.75
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.00	1.25
Terpeneol, CP, 1,000 lb. drs.	lb.	.34	.36
Cans	lb.	.36	.38
Vanillin, U. S. P.	lb.	7.50	8.00
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.28	.30
Concentrated Extract	gal.	2.00	2.10

Gums—

Arabic, Amb. Sts.	lb.	.10½	.12
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30

Waxes—

Bayberry, bgs.	lb.	.22	.24
Bees, white	lb.	.56	.58
African, bgs.	lb.	.37	.39
Refined, yel.	lb.	.42	.44
Candelilla, bgs.	lb.	.28	.30
Carnauba, No. 1	lb.	.55	.58
No. 2, Yel.	lb.	.50	.52
No. 3, Chalky	lb.	.31	.32
Japan, cases	lb.	.19	.20
Paraffin, ref. 125-130	lb.	.04½	.05½
Pine Oil, stm. dist.	gal.	.72	.75
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

**GLYCERINE REFINING PLANTS**

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.

The outstanding features of the WURSTER & SANGER process and equipment are:

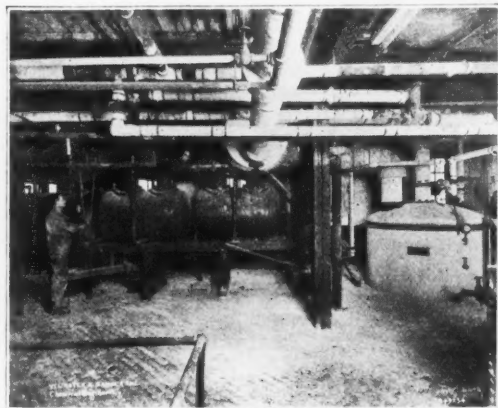
- 1—Highest yield of distilled glycerine.
- 2—Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
- 3—Lowest steam consumption.
- 4—Extreme simplicity of operation.
- 5—Compactness of the plant.
- 6—Low operating costs.

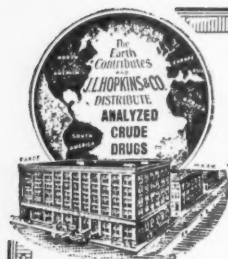
**New Plants Designed—
Old Plants Remodeled**

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.
5201 Kenwood Avenue
Chicago





Established over
Thirty-five years

Hopkins' Granulated and Powdered NEUTRAL WHITE SOAP

For manufacturers of dentifrices and toilet preparations

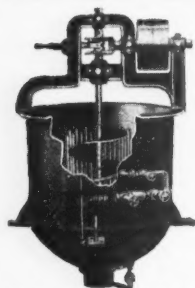
Especially adaptable for use in tooth powders and pastes, mouth washes, bath powders, shampoos, and lotions.

Neutral, non-irritant, snow white, free from a soapy flavor, is not prone to become rancid, or harden with age.

J. L. HOPKINS & CO.

135 WILLIAM STREET

NEW YORK



Belt Driven Crutcher

DOPP SOAP CRUTCHERS

Built to last

Low Maintenance

Seamless

Leakless

You can
Heat and Cool
in the same
Kettle

**For Hand Soap
DOPP Style "D"
Double Motion
Mixer**

Let us tell you about it.

Ask for detailed
Catalog No. 7

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ADOPT THE DOPP

At the
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Both American Ground and Italian Ground PUMICE STONE are available here. All grades of Italian ground goods are imported directly and offered by us first hand.

Griffiths American Ground is surpassed by none. It is eminently suitable for manufacturing smoother and better hand mechanic's soap and scouring soaps and powders. Working samples will be sent for your inspection.

K. F. GRIFFITHS & CO.
110 East 42nd Street, New York



Liquid Tight - Even Air Tight

When a barrel maintains a vacuum for two months, it must be tight. That's what a Hackney Removable Head Barrel did for the Atlantic Coast

Fisheries Company. If you want to learn more about Hackney Barrels that are so tight—the barrels that eliminate all chance for leakage, write to—

**PRESSED STEEL
TANK COMPANY**
5739 Greenfield Avenue
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Hackney

1159 Continental Bank Bldg.
CHICAGO, ILL.

1335 Vanderbilt Concourse Bldg.
NEW YORK, N. Y.

Say you saw it in SOAP!

Examination of Glycerin

(From Page 25)

the alcohol-insoluble filtered residue is thoroughly washed with cold water. The residue is dried on the filter and then tested with iodine solution on a watch glass for the usual blue coloration.

Determining of Sugars

IN testing glycerin, attention is given to the detection and quantitative determination of sugars. To detect the sugar, a sample of glycerin is clarified by treatment with a solution of lead acetate and the clear filtrate is then examined in the polariscope. Glucose, raw sugar and fresh syrups turn the light to the right, while old syrups rotate it to the left. It is scarcely possible that other optically-active substances will be present in the glycerin.

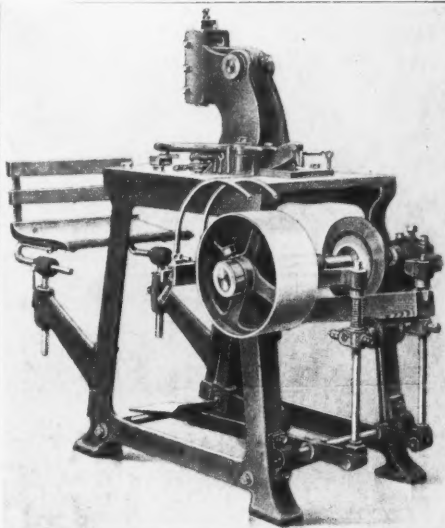
Grape sugar or glucose can be detected by precipitation of red copper oxide as soon as a sample of the glycerin is heated with a few cubic centimeters of Fehling's solution. When the glycerin is pure a yellowish or reddish precipitate is formed when the glycerin, after heating, is allowed to remain for one to two days. The presence of raw sugar is detected by the blackening of the glycerin sample on admixture with concentrated sulfuric acid. A reddish yellow color is obtained when the solution is heated with dilute sulfuric acid (1:4).

The quantitative determination of the sugar content of pure glycerin is accomplished by the use of the polariscope. Twenty-five c. c. of glycerin are clarified by treatment with lead acetate if the sample is cloudy, and if not, the sample is immediately diluted with an equal quantity of water and boiled for one minute in a covered flask. It is then polarized.

In determining the proportion of raw sugar in the glycerin, twenty-five c. c. are first dissolved in the same amount of water and treated with a little pulverized bone black, in case the sample needs clarification. Then it is heated with five cubic centimeters of concentrated hydrochloric acid for fifteen minutes at a temperature of 70 to 75 degrees C. The quickly cooled or filtered solution is then polarized.

Special tests are carried out on dynamite glycerin. One c. c. of the glycerin is diluted with two c. c. of water and then tested with a ten percent solution of silver nitrate which should not give a strong milky cloud, an indication of the presence of chlorides. The chlorine content should be less than 0.01 percent figured as sodium chloride. The glycerin sample is made just alkaline by the addition of a small amount of ammonia and then a solution of

No. 80K Pendulum Soap Press



By a light touch on a pedal a girl can produce with several strokes on each cake

**20 to 24 absolutely perfect
high gloss cakes per minute.**

Especially suitable for finest toilet soap.

Will handle cakes up to 1 lb. 2 oz. in weight and 6 $\frac{7}{8}$ "x2 $\frac{3}{4}$ "x2" in size.

Can be arranged for motor drive.

Inquiries Solicited

J. M. LEHMANN CO., INC.

250 WEST BROADWAY

NEW YORK CITY

Se solicita correspondencia en español.

AT LAST

Powdered Soap Manufacturers

TAKE NOTICE!

A practical, attractive,
economical and
inexpensive

POWDERED SOAP DISPENSER

has been invented, per-
fected and is now
being manufactured.

*Your inspection
is invited!*



Write for information
and sample.



**CALIFORNIA
DIE CASTING &
MANUFACTURING CO.**

**126 WEST 39TH STREET
LOS ANGELES, CAL.**

silver nitrate is added. The glycerin must not show a yellowish turbidity. An excess of ammonia must be avoided.

Ten c. c. of a ten percent solution of glycerin are mixed with the same amount of ten percent ammonia solution and then 10 c. c. of a ten percent solution of silver nitrate are added. The mixture is heated to a temperature of 60 degrees C, left to stand ten minutes in the dark. It must not show any dark coloration, indicative of the reduction of silver.

Trade Marks Granted

(From Page 49)

and soap. The Dirk-Kut Company, Springfield, Ohio. Filed April 18, 1927. Serial No. 247,601. Published June 14, 1927.

231,910—Medicated soap. Thomas A. Jones, doing business as Anti-Kan Soap Company, Cambria, Ill. Filed April 30, 1927.

231,917—Powdered soap. William Moore, St. Louis, Mo. Filed April 20, 1927. Serial No. 247,745. Published June 14, 1927.

231,935—Soap. Edward Pinkney Lewis, doing business as Hildebrand Manufacturing Co., Atlanta, Ga. Filed August 6, 1926. Serial No. 235,651. Published September 21, 1926.

232,002—Washing Powder, Swift and Company, Chicago, Ill. Filed May 3, 1927. Serial No. 248,380. Published June 14, 1927.

Castor Oil in Hot Caustic Burns

The use of castor oil in preventing loss of eye-sight and other dangerous burns following the splashing of hot caustic solutions on workmen, is said to have been aptly demonstrated recently at the plant of the Kranich Soap Co., Brooklyn, N. Y. Castor oil applied within three minutes after a hot caustic solution had been splashed into the eyes of a workman, inhibited further action of the caustic on the eyeball and surrounding tissue, and saved the eye-sight of the man according to the opinion of an eye specialist. Dr. S. W. Green of Brooklyn. The speed with which castor oil saponifies is given as the reason for its quick absorption of any caustic present. It is also said to have a helpful healing action on the burned tissue.

Sales of chain drug stores showed an increase of 10.8% in July this year over July, 1926, according to the Federal Reserve Board. The report which covers 747 stores, showed a drop of 1.5% in toilet goods and drugs.

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INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.
Harry W. Cole, Holbrook, Mass., Secretary.

The New Regulations

REGULATIONS covering the enforcement of the Federal Caustic Poison Act which was passed by the last Congress, have been drawn up by the Food, Drug and Insecticide Administration of the Department of Agriculture. These regulations, which thus far are tentative, have been sent out by the Administration to secure opinions and comments of interested manufacturers. They cover in some detail the various definitions which are necessary to interpret the law, and under which the law will be enforced by the Food, Drug and Insecticide Administration unless the regulations are changed at the behest of the industries affected. The regulations are published on Page 77 in this section of SOAP.

On September 20th, a hearing will be held in Washington, D. C. covering the new regulations. This will in reality amount to an open forum discussion and will give those manufacturers interested an opportunity to suggest any such changes as they may deem advisable. If a manufacturer is unable to be present in Washington on the day of the hearing, or to be represented there, a letter outlining suggested changes and reasons therefor, or the usual form of written brief, may be submitted prior to that time with the assurance that they will receive full consideration. The secretary of the Insecticide and Disinfectant Manufacturers Association has already analyzed the new regulations and the Association will undoubtedly be represented in Washington at the hearing if any changes are deemed necessary. However, the regulations were drawn up by officials who have an intimate knowledge of the insecticide, disinfectant, and related industries which should tend to minimize the number of suggested revisions.

The Government is giving those industries covered by the Caustic Poison Act an opportunity to oppose the present regula-

tions and suggest changes if they care to. It is therefore suggested that these regulations be read through carefully and if any points are found which are not thought to be just or which would work a hardship on any manufacturer conducting a legitimate business, that a detailed protest be forwarded to the Food, Drug and Insecticide Administration. The Government officials are making every effort to give manufacturers an opportunity to tell their side of the story. If they remain silent, then it must be taken for granted that the regulations as drawn up must be satisfactory.

Association Membership

DURING the past two years, the Insecticide and Disinfectant Manufacturers Association has more than doubled its membership. Not only has the membership been doubled numerically, but many of the largest and outstanding firms in the insecticide and disinfectant industries who previously were not members, have joined. The prestige and influence of the Association have grown along with this membership increase. Always one of the more alert and active associations, it has been able to be of greater service than ever during the year past. No longer can it be considered one of the smaller associations. The total wealth represented by its membership firms is enormous.

Throughout the country, there are still many leading companies in the manufacture of disinfectants, insecticides, deodorants, and associated products, who are not members. This number has grown because of the tremendous increase in these industries during the past few years. The sale of liquid insecticides, deodorizing blocks, theatre sprays, and sanitation materials generally has expanded greatly. The number of firms eligible for membership has expanded at the same time.

Early indications are that the 15th annual meeting in December will be the largest by far ever held by the Association. In the meantime, every effort will be made to bring those manufacturers who are not now members, into the Association. It is the one place where small dues and a small co-operative effort pay big dividends in protection against those innumerable things to which manufacturers in these fields are subjected.

A MESSAGE

from FRED A. HOYT

(President, Insecticide & Disinfectant Manufacturers Association)

Check Yourself! Are 'you' oiling or rusting?

A trade association is a business machine.

A machine built for the express purpose of building up an industry.

Every member is a cog in the machine.

Every cog must co-ordinate to get results.

Every rusty cog retards the whole mechanism.

A trade organization to be successful should have the co-operation of every member. Many minds make many ideas. When only a few minds work, the rest of the machine becomes rusty.

If you are interested in your industry and wish to see it developed, keep active and keep the rust off of 'your' cog. Get new members. Make suggestions. Criticise if you wish, but be constructive.

A trade organization is the backbone of a progressive industry. 'Your' counselor—'Your' silent partner—'Your' clearing house. A good friend indeed, when the day comes you are in need.

G. H. Wood & Co., Ltd., Toronto, Canada, were exhibitors at the Canadian National Exhibition held in Toronto Aug. 27 to Sept. 10. The Prince of Wales was a visitor to the Golden Jubilee Exhibition this year.

Midland Chemical Laboratories, Dubuque, Iowa, organized in 1903 by L. O. Hillyard, president and general manager of the firm at this time, has announced new plans for expansion, both in the specialized and general fields. Two products, *Midalco*, an alcohol soap for dry cleaners, and *Lightning Cleaner*, for tile, marble, etc., will be featured in national advertising campaigns. The sales force will be increased to 100, by the first of the year, and branches and warehouses are now being arranged for in various sections of the country.

Metal polish exports amounted to 207,431 pounds, valued at \$27,691, in June. Shoe polish shipments totaled 287,902, sold for \$90,248, in the same period. Exports of all other blackings and polishes reached 297,109 pounds, valued at \$50,784. Canada was the largest buyer in all classes, taking 48,296 pounds of metal polish, 76,275 pounds of shoe polish and 95,007 pounds of miscellaneous polishes, blackings, etc.

Household insecticide sales are growing by leaps and bounds—true—but they have not yet succeeded in displacing of an old standby, fly paper. A recent Department of Commerce report states that Germany alone has exported about a half million dollars' worth of fly paper to this country in the past three years.

Monsanto Chemical works have appointed Charles L. Fetzner manager of their Pacific Coast branch, located at San Francisco. Mr. Fetzner was formerly assistant manager at Chicago.

Frank Manufacturing Co., Sarasota, Fla., manufacturers of household insecticides, have opened a food products factory, to be operated in addition to their insecticide plant.

A soap solution combined with bichloride of mercury giving mercury oleate in suspension is used as an insecticide.—Canadian Patent 269,360.

An insecticide composed of carbon bisulfide, 5 to 10 parts, and cedar leaf oil, 1 part, is covered by U. S. Patent 1,630,836.

Creosote oil produced in France in 1926 amounted to 85,000 tons against 75,000 produced in 1925.

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New Caustic Poison Act Regulations

Dr. J. K. Haywood Issues Temporary Rules for Enforcement Subject to Hearing on Sept. 20

TENTATIVE regulations for the enforcement of the new Federal Caustic Poison Act have been issued by Dr. J. K. Haywood, acting chief, Food, Drug and Insecticide Administration, Department of Agriculture. In order that interested parties may suggest changes in the regulations, a public hearing will be held on Tuesday, Sept. 20, 1927, in Room 412, at 216 13th St., S. W. Washington, D. C. In case it is impossible to appear personally in Washington, written comments or briefs will receive the full consideration of the Administration.

The regulations follow:

Regulation I. DEFINITIONS

(a) The word "container" as used in these regulations means any dangerous caustic or corrosive substance, as defined in the Act, in a retail parcel, package or container suitable for household use. (b) The words "suitable for household use," mean and imply any use in places where people dwell or in any place where the use is similar to that in the household. (c) All percentages stated in the definitions in section 2(a) of the Act, mean percentages by weight. (d) The common names of dangerous caustic or corrosive substances mean those given in section 2(a) of the Act or such other names as are commonly employed to designate and identify such substances.

Regulation II. SCOPE OF THE ACT

The provisions of the Act apply to containers which have been shipped or delivered for shipment in interstate or foreign commerce as defined in section 2(c) of the Act, or which have been received from shipment in such commerce for sale or exchange.

Regulation III. LABELS

(a) The label or sticker must be firmly attached to the container. (b) The label or sticker must bear the information required to be stated thereon in the form required by the Act and these regulations and be so placed on the container as to readily attract attention. (c) Preparations within the scope of the Act, bearing trade or fanciful names, must in addition be labelled with the common name of the dangerous caustic or corrosive substance contained therein and comply with all the other requirements of the Act and these regulations. (d) Containers must in all cases bear upon the label or sticker thereof, immediately following the word "Poison," directions for treatment in the case of internal personal injury; if such substance in addition may cause external injury, directions for appropriate treatment shall also be given. The directions shall prescribe such treatments for personal injury as are recognized by competent medical authority and the materials called for by such directions shall be where practicable such as are usually available in the household. (e) The word "poison" must be printed on the label or sticker in uncondensed gothic capital letters not less than 24 point size unless there is on the label or sticker no other type so large, in which event the type shall not be smaller than the largest type on either the label or sticker. (f) Manufacturers and wholesalers only, at the time of shipment or delivery for shipment, are exempted from placing directions for treatment on the labels or stickers of containers as are not intended for household use, but in any event the information required by section 2(b), (1), (2) and (3) of the Act must be given. (g) Those who receive from manufacturers or wholesalers containers which under the conditions set forth in section 2(b), (4) of the Act and regulation III (f) thereunder do not bear at the time of shipment directions for treatment in the case of personal injury must place such directions on the label or sticker if they offer such containers for general sale

or exchange. (h) The name and place of business of the manufacturer, packer, seller or distributor must be placed on the label or sticker. If the name on the label or sticker is other than that of the manufacturer it must be qualified by such words as "packed for," "packed by," "sold by" or "distributed by" as the case may be or by other appropriate expression.

Regulation IV. GUARANTY

(a) Any wholesaler, jobber, manufacturer, or other party residing in the United States may furnish to any dealer to whom he sells any dangerous caustic or corrosive substance covered by this Act a guaranty that such substance is not misbranded within the meaning of this Act. (b) Each guaranty to afford protection shall be signed by, and shall contain the name and address of, the wholesaler, jobber, manufacturer, or other party residing in the United States making the sale of dangerous caustic or corrosive substances covered by it to the dealer, and shall be to the effect that such substance or substances are not misbranded within the meaning of the Federal Caustic Poison Act, specially designating said act. (c) If a guaranty in respect to any specific lot of dangerous caustic or corrosive substances be given, it should be incorporated in or attached to the bill of sale, invoice, bill of lading, or other schedule, giving the name and quantity of the substance or substances sold, and shall not appear on the label or package. A guaranty, if worded substantially according to the following form, will comply with all the requirements of the act: "I (we), the undersigned, do hereby guaranty that the dangerous caustic or corrosive substances listed herein (or specifying the same) are not misbranded within the meaning of the Federal Caustic Poison Act. (Signature and address of guarantor)." (d) In lieu of a particular guaranty for each lot of a dangerous caustic or corrosive substance, a general continuing guaranty may be furnished by the guarantor to actual or prospective purchasers. Such general guaranty shall conform to the requirements of paragraph (b) of this regulation. (e) A dealer will not be liable to prosecution if he can establish that the dangerous caustic or corrosive substances were sold to him under a guaranty given in compliance with this regulation.

Regulation V. COLLECTION OF SAMPLES

(a) Samples for examination by or under the direction and supervision of the Food, Drug & Insecticide Administration shall be collected by—1. An authorized agent in the employ of the United States Department of Agriculture. 2. Any health, food, drug or medical officer of any state, territory, city or the District of Columbia or any officer of a State Department of Agriculture as commissioned for that purpose by the Secretary of the United States Department of Agriculture. 3. An agent of a health, food or drug department of any state, territory, city, the District of Columbia, or of a State Department of Agriculture as authorized for this purpose by the Secretary of the U. S. Department of Agriculture. (b) Caustic or corrosive substances within the scope of this Act may be sampled wherever found. (c) Samples collected by an authorized agent shall be analyzed at the laboratory designated by the Food, Drug & Insecticide Administration. (d) Only such samples as are collected in accordance with this regulation may be analyzed by the U. S. Department of Agriculture.

Regulation VI. INVESTIGATIONS

Authorized agents in the employ of the United States Department of Agriculture may make investigations including the inspection of premises where dangerous caustic and corrosive substances are manufactured, packed, stored or held for sale or distribution and make examinations of freight and other transportation records.

Regulation VII. METHODS OF ANALYSIS

(a) The method of examination or analysis employed shall be those prescribed by the Association of Official Agricultural Chemists, when applicable, provided, however, that any method of analysis or examination satisfactory to the Food, Drug & Insecticide Administration may be employed. (b) If no methods of examination or analysis prescribed by the Association of Official Agricultural Chemists are applicable the samples shall be analyzed or examined by methods satisfactory to the Food, Drug & Insecticide Administration.

Rosin for Soluble Disinfectants

Because Rosin soap is one of the most efficient and economical emulsifying agents it is used extensively in the manufacture of soluble disinfectants.

Hercules Wood Rosin forms soaps that produce stable emulsions. Furthermore, it is clean and uniform.

Every manufacturer of soluble disinfectants will do well to investigate Hercules Wood Rosin as its use will afford him a considerable saving.

We also produce Hercules Steam Distilled Pine Oil, a good deodorant and, against certain germs, an efficient disinfectant.

**If you are interested in learning more
about Hercules Rosin or Pine Oil, write us.**

HERCULES POWDER COMPANY (INCORPORATED)

961 Market Street, Wilmington, Delaware

Largest producers of pine oil and wood rosin in the world



HERCULES POWDER COMPANY

961 Market Street
Wilmington, Delaware

Please send me a test sample of Hercules Yarnor Pine Oil.

Name

Company

Street

City State

Say you saw it in SOAP!

Regulation VIII.

HEARINGS—PROCEDURE WITHOUT HEARING

(a) Whenever it appears from the inspection, analysis or test of any container that the provisions of Section 3 or 6 of the Act have been violated and criminal proceedings are contemplated notice shall be given to the party or parties against whom prosecution is under consideration and to other interested parties, and a date shall be fixed at which such party or parties may be heard. The hearing shall be held at the office of the Food, Drug & Insecticide Administration designated in the notice and shall be private and confined to questions of fact. The parties notified may present evidence, either oral or written, in person or by attorney, to show cause why the matter should not be referred for prosecution as a violation of the Federal Caustic Poison Act. (b) Any health, food, drug or medical officer of any state, territory, city, the District of Columbia, any officer of a state Department of Agriculture as commissioned for this purpose by the Secretary of the United States Department of Agriculture, an agent of a health, food or drug department of any state, territory, city, District of Columbia or of a State Department of Agriculture as authorized for this purpose by the Secretary of the United States Department of Agriculture, who obtains satisfactory evidence of any violation of section 3 or 6 of the Act shall submit such evidence to the Food, Drug & Insecticide Administration in order that a date for a hearing may be fixed and notice given to the proper party. (c) The health, medical or drug officer or agent of any state, territory or possession, or of the District of Columbia who shall obtain satisfactory evidence of a violation of the act may present such evidence direct to the proper United States district attorney for appropriate action under the Federal Caustic Poison Act.

Regulation IX.

PUBLICATION

(a) After judgment of the court in any proceeding under the Act, notice shall be given by publication. Such notice shall include the findings of the court and may include the findings of the analyst and such explanatory statement of facts as the Secretary of Agriculture may deem appropriate. (b) This publication may be made in the form of a circular, notice, or bulletin, as the Secretary of Agriculture may direct. (c) If an appeal be taken from the judgment of the court before such publication, that fact shall appear.

Regulation X.

IMPORTS

(a) Containers which are offered for import shall in all cases bear labels or stickers having thereon the information required by section 2(b), (1), (2) and (3) of the Act and the directions for treatment in the case of personal injury except such directions need not appear on the label or sticker at the time of shipment by a wholesaler or manufacturer for other than household use. (b) The enforcement of the provisions of the Federal Caustic Poison Act as they relate to imported dangerous caustic or corrosive substances will, as a general rule, be under the direction of the chief of the local inspection stations of the Food, Drug & Insecticide Administration, United States Department of Agriculture and collectors of customs acting as administrative officers in carrying out directions relative to the direction, exportation, and sale or other disposition of such substances and action under the bond in case of noncompliance with the provisions of the act. (c) Containers shall not be delivered to the consignee prior to report of examination, unless a bond has been given on the appropriate form for the amount of the full invoice value of such containers, together with the duty thereon, and on refusal of the consignee to return such containers for any cause to the custody of the collector when demanded, for the purpose of excluding them from the country or for any other purpose, the consignee shall pay an amount equal to the sum named in the bond, and such part of the duty, if any, as may be payable, as liquidated damages for failure to return to the collector on demand all containers covered by the bond. (d) As soon as the importer makes entry, the invoices covering containers and the public stores packages shall be made available, with the least possible delay, for inspection by the representatives of the station. When no sample is desired the invoice shall be stamped by the station "No sample desired, Food, Drug & Insecticide Administration, U. S. Department of Agriculture, per (initials of inspecting officer)." (e) On the same day that samples are requested by the station, the collector or appraiser shall notify the importer and a copy of this notice to the collector of customs must be held intact pending a notice of the result of inspection and analysis, and that in case the containers do not comply with the requirements of the Federal Caustic Poison Act they must be returned to the collector for disposition. This notification may be given by the collector or appraiser through individual notices to the importer or by suitable bulletin notices posted daily in the customhouse. (f) NO VIOLATION—RELEASE: As soon as examination of the samples is completed, if no violation of the act is detected, the chief of the station shall send a notice of release to the importer and copy of this notice to the collector of customs

for his information. (g) VIOLATION: (1) If a violation of the Federal Caustic Poison Act is disclosed, the chief of the station shall send to the importer due notice of the nature of the violation and of the time and place where evidence may be presented showing that the containers should not be refused admission. At the same time similar notice regarding detention of the containers shall be sent to the collector, requesting him to refuse delivery thereof or to require their return to customs custody if by any chance the containers were released without the bond referred to in paragraph (c) of this regulation being given. The time allowed the importer for representations regarding the shipment may be extended at his request for a reasonable period to permit him to secure such evidence. (2) If the importer does not reply to the notice of hearing in person or by letter within the time allowed on the notice, a second notice, marked "second and last notice," shall be sent at once by the chief of the station, advising him that failure to reply will cause definite recommendation to the collector that containers be refused admission and that the containers be exported within three months under customs supervision. REJECTED CONTAINERS: (3) In all cases where the containers are to be refused admission, the chief of the station within one day after hearing, or if the importer does not appear or reply within three days after a second notice, shall notify the collector in duplicate accordingly. (4) Not later than one day after receipt of this notice the collector shall sign and transmit to the importer one of the copies, which shall serve as notification to the importer that the containers must be exported under customs supervision or properly labeled within three months from such date, as provided by law; the other notice shall be retained as office record and later returned as a report to the chief of the station. In all cases the importer shall return his notice to the collector, properly certified as to the information required, as the form provides. CONTAINERS TO BE RELABELED: (5) If containers are to be released after relabeling, a notice shall be sent by the chief of station direct to the importer, a carbon copy being sent to the collector. This notice must state specifically the conditions to be performed, so as to bring the performance thereof under the provisions of the customs bonds on consumption and warehouse entries, these bonds including provisions requiring compliance with all of the requirements of the Federal Caustic Poison Act and all regulations and instructions issued thereunder. The notice will also state the officer to be notified by the importer when the containers are ready for inspection. (6) The importer must return the notice to the collector or chief of station, as designated, with the certificate thereon filled out, stating that he has complied with the prescribed conditions and that the containers are ready for inspection at the place named. (7) This notice will be delivered to the inspection officer, who, after inspection, will indorse the result thereof on the back of the notice and return the same to the collector or to the chief of station, as the case may be. (8) When the conditions to be complied with are under the supervision of the chief of station, and these conditions have been fully met, he shall release the containers to the importer, sending a copy of the notice of release to the collector for his information. If containers have not been properly relabeled within the period allowed, the chief of station shall immediately give notice in duplicate to the collector of the results of inspection. The collector shall sign and immediately transmit one copy of the notice to the importer and proceed in the usual manner. (9) If the containers are detained, subject to relabeling to be performed under the collector's supervision, the collector, as soon as relabeling is accomplished, will notify the importer that the containers are released. (10) If containers have not been properly relabeled within the period allowed, their sale after labeling as required by the Act or other disposition must be effected by the collector. (11) When final action has been taken on containers which have been refused admission, sold or otherwise disposed of as provided for by the Act or which have been relabeled under the collector's supervision, the collector shall send to the chief of station a notice of such final action, giving the date and disposition. (12) When relabeling is allowed the importer must furnish satisfactory evidence as to the identity of the containers before release is given. The relabeling must be done at a stated place and apart from other containers of a similar nature. (13) When containers are shipped to another port for relabeling or exportation, they must be shipped under customs carrier's manifest, in the same manner as shipments in bond. (14) Collectors of customs will perform the inspection service whenever containers are to be exported, sold or otherwise disposed of, and in other cases when there is no officer of the station available. (15) Collectors of customs and representatives of the station will confer and arrange the apportionment of the inspection service according to local conditions. Officers of the station will, whenever feasible, perform the inspection service in connection with relabeling.

(h) PENALTIES: (1) In case of failure to comply with the instructions or recommendations of the chief of station as to conditions under which containers may be disposed of the collector shall notify the chief of station in all cases coming to his attention within three days after inspection or after the expiration of the three months allowed by law if no action is taken. (2) The chief of

Continental Can Company, Inc.



We specialize in
the manufacture
of Cans for

FLY SPRAYS
POLISHES
SOAPS
GLYCERINE

CHICAGO - JERSEY CITY - DETROIT

New York, Syracuse, Baltimore, Canonsburg, Pa., Clearing, Ill., Los Angeles

CRESYLIC ACID

97-99% Pale or Dark

TAR ACID OIL 25%

Washed frozen free of naphthalene

Guaranteed to make milk white solution—not pink.

Neutral Creosote Oil

Powdered White Arsenic

Saponified Cresol

Liq. Cresolis Compositus, U.S.P.

Cooper's Commercial Disinfectant

WILLIAM COOPER & NEPHEWS

INCORPORATED

152 W. Huron Street

Chicago, Ill.



Say you saw it in SOAP!

station, upon receipt of the above described notice, and in all cases of failure to meet the conditions imposed in order to comply with the provisions of the Federal Cautic Poison Act coming directly under his supervision, shall transmit to the collector of customs such evidence as he may have at hand tending to indicate the importer's liability and make a recommendation accordingly. (3) The collector, within three days of the receipt of this recommendation whether favorable or otherwise, shall notify the importer that, the legal period of three months for exportation or relabeling having expired, action will be taken with 30 days to enforce the terms of the bond.

(i) **NONLABORATORY PORTS:** (1) At ports of entry where there is no station of the Food, Drug & Insecticide Administration, the collector or deputy, on the day when the first notice of expected shipment of containers is received, either by invoice or entry, shall notify the chief of station in whose territory the port is located. (2) On the day of receipt of such notice the chief of station shall mail to the collector appropriate notice, if no sample is desired. This notice serves as an equivalent to stamping the invoices at station ports with the legend "No samples desired. Food, Drug & Insecticide Administration, U. S. Dept. of Agriculture, per (initials of inspecting officer)." (3) If samples are desired, the chief of station shall immediately notify the collector. (4) The collector at once shall forward samples, accompanied by description of shipment. (5) When samples are desired from each shipment of containers, the chief of station shall furnish to collector and deputies at ports within the station's territory a list of such containers indicating the size of sample necessary. Samples should then be sent promptly on arrival of containers without awaiting special request. (6) In all other particulars the procedure shall be the same at non-laboratory ports as at laboratory ports, except that the time consumed in delivery of notices by mail shall be allowed for.

(j) The chief of station shall be deemed a customs officer in enforcing import regulations.

—♦♦♦—
The simpler coal tar disinfectants form the bulk of the products of New Zealand manufacturers and considerable of these are turned out and sold every year. In spite of this, imports are substantial, the value of imported disinfectants having reached £36,022 last year. The United States furnished only a very small percentage of the material, goods valued at £26,000 having come from England. Insecticides imports, including farm as well as household products, were valued at £17,441, in 1926, and here this country ranked first, with exports to New Zealand sold for £12,005. A list of New Zealand importers and dealers, interested in disinfectants and insecticides, is available on application to the Commercial Intelligence Division of the Department of Commerce, Washington.

—♦♦♦—
Disinfectants, of American manufacture, are used only sparingly in and around Madras. India, says a recent Consul report, although disinfectant sales, as a whole, are good. Price accounts for this lack of interest in American goods, as disinfectants from England, France and Germany, selling at from 45 to 55 cents per twelve ounce bottle, are consistently under any ever imported from this country. There is one large local manufacturer, whose goods are generally priced slightly above European products.

—♦♦♦—
H. W. Hamilton, White Tar Co. of N. J., Kearny, N. J., is vacationing in Europe. He is expected back about the middle of this month.

Espionage Is Unfair Competition

Use of any system of espionage by a company to obtain information as to facilities, capacities, operations or customers of a competitor without its consent is classed as an unfair practice in competition by the Federal Trade Commission, it was announced in connection with the issuance of an order to cease and desist to the Philip Carey Manufacturing Co., Lockland, Ohio. Circulation of misleading statements regarding the ability of a competitor to fill orders or make deliveries, or concerning the acceptableness or adaptability for the use intended of his product, or with reference to his financial standing, business or business methods, is prohibited also in the commission's order.

The commission's order to cease and desist is as follows:

IT IS THEREFORE ORDERED That respondents, Philip Carey Manufacturing Company and Philip Carey Company, their officers, agents and employees, cease and desist from directly or indirectly.

1. Employing or using any system of espionage whereby officers, agents or employees of respondent corporations or either of them, obtain or seek to obtain information as to the facilities, capacities, operations or customers of any competitor;

2. Circulating, representing or publishing or causing to be circulated, represented or published among purchasers or prospective purchasers or preformed bituminous expansion joint, any false, deceptive or misleading statement concerning the ability of any competitor to fill orders or make deliveries;

3. Circulating, representing or publishing or causing to be circulated, represented or published among purchasers or prospective purchasers of preformed bituminous expansion joint, any false, deceptive or misleading statement of or concerning the acceptableness or adaptability for the use intended of the product of any competitor;

4. Circulating, representing or publishing or causing to be circulated, represented or published among purchasers or prospective purchasers of preformed bituminous expansion joint, any false, deceptive or misleading statement concerning the financial standing, the business or business methods of any competitor.

IT IS FURTHER ORDERED That the charge set out in the complaint of a violation of Section 3 of the Act of Congress ap-

PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorbenzene

Specially prepared for
Moth Preventatives
 and
Deodorizing Blocks

For Immediate Shipment in
 200, 100 or 50 Pound Barrels

Write Us For Prices

HOOKER ELECTRO CHEMICAL CO.

Sales Offices
 25 PINE STREET
 New York City



Member

Works
 NIAGARA FALLS
 New York

Trade Mark Adopted May 5th, 1925

FremdTEx

The Modern Household Insecticide Concentrate

Will not stain, poison or explode. Easy to handle — costs less — ABSOLUTE RESULTS!

Does not contain Pyrethrum

FREMDTEX mixtures are making a good name for themselves as a PREVENTIVE and CONTROL agent against MOTHS on FURS and WOOLEN GOODS.

Full information from The Originator

CHARLES FREMD LABORATORIES

ROSEBANK

STATEN ISLAND, N. Y.

Say you saw it in SOAP!

proved October 15, 1914, entitled "An Act To supplement existing laws against unlawful restraints and monopolies, and for other purposes", be and the same is hereby dismissed.

Owing to Government restrictions, only licensed druggists may import and sell certain rodent poisons in Sweden. There is a considerable domestic manufacture of preparations which do not contain poisons mentioned in the restrictions and are thus salable in all stores. A Danish preparation is apparently the only foreign make on the market.

Exports of disinfectants, household insecticides, deodorants, etc., during June, 1927, amounted to 1,303,531 lbs. valued at \$313,213 which was less than May when 1,786,682 lbs. were shipped out. In April, about 1,500,000 lbs. were shipped. Italy was the largest buyer in June, taking 240,086 lbs. valued at \$54,138, with Cuba next at 128,831 lbs., followed by Brazil, Mexico, and France in the order named.

E. E. Holdman, vice president of the General Naval Stores Co., New York, sailed August 25, to spend about two months in England and on the Continent.

The following is an extract from a bulletin sent out by Harry Cole, Secretary of the Insecticide & Disinfectant Manufacturers Association under date of Sept. 8th: "Preparations containing Hydrochloric Acid, Sulphuric Acid, Oxalic Acid, Hypochlorous Acid, Potassium Hydroxide or Sodium Hydroxide in a concentration of 10% or more; Nitric Acid, Carbolic Acid (phenol), Silver Nitrate or Ammonia Water (including hartshorn) in a concentration of 5% or more, or Acetic Acid in a concentration of 20% or more, are subject to the provisions of the Federal Caustic Poison Act. It will be recalled that when this bill was drafted by the American Medical Association, Dr. Wright visited the Executive Secretary at Chicago on behalf of our Association and succeeded in having disinfectants and insecticides (of the Pyrethrum type) excluded from the bill. While it is not known or thought that any of our members will be affected by this legislation, it is realized that some insecticides on the market do contain phenol (carbolic acid) in a greater concentration than 5%."

Imports of creosote oil into the U. S. during July amounted to 6,853,000 gals. valued at \$1,085,000 which figures represent a material reduction under the imports for July, 1926.

BROWNS No. 26 CONTINUOUS

A Whirlwind of Fine Misty Spray Continuously Maintained with Slight Effort

SIMPLE
STRONG
EFFICIENT
POPULAR
EVERYWHERE



COMPLETELY
DEMOUNTABLE
WITHOUT THE
USE OF TOOLS

*Will double the killing power of your liquid and
reduce the labor of spraying by more than half*

**PUT YOUR PRODUCT AHEAD OF COMPETITION
WITH THIS CONTINUOUS ATOMIZER**

Pin the coupon to your letter head and mail it in. We guarantee that it will bring you a sample of the best insecticide sprayer you have ever tried.

THE E. C. BROWN COMPANY, Rochester, N. Y.

The
E. C.
Brown Co.,
Rochester,
New York.

Mail me post
paid a free sample
of your No. 26 Con-
tinuous Atomizer.

Trade Mark

HEX

Reg. U. S. Pat. Off.



TAR ACID OIL

Chilled - Filtered and Pressed - No Sediment

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run



TAR PRODUCTS CORPORATION

(NEW ENGLAND DIVISION, AMERICAN TAR PRODUCTS CO., PITTSBURGH, PA.)

REFINERS AND MANUFACTURERS

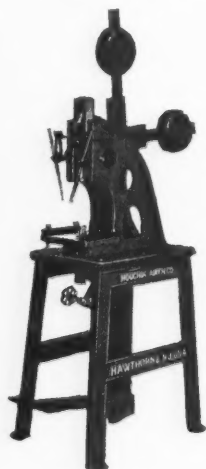
PROVIDENCE, RHODE ISLAND

Office—99 Empire St.

Works—East Providence

Machine make your

DEODORIZING BLOCKS

Save 5% of your raw material!

*Houchin-Aiken
No. 4
Soap Press*

Do away with melting and 5% waste—cold press your blocks, etc.

By pressing your deodorizing blocks on this machine you can speed up your production, manufacture for less money and turn out uniform, smooth, solid cakes that will, in themselves, be an advertisement for your business. If you are still making blocks by hand, or in molds, this equipment will save you a good deal more than its cost in short order. A 5% saving in raw material

alone will be affected through manufacturing by this new cold process as against the melting process.

The Houchin-Aiken press can be adjusted to turn out cakes from 2 inches to 5 inches in diameter and from 1/2 inch to 2 inches in thickness. Best of all, this press is a sturdy piece of equipment—it will last. Thousands like it are in constant use in soap factories all over the world.

Why not send us a small quantity of your raw material? We'll turn it into sample cakes. These will prove the value of this press conclusively.

HOUCHIN-AIKEN COMPANY**Hawthorne****New Jersey****Say you saw it in SOAP!**

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Directing Export Sales

(From Page 28)

It must be remembered that there is no country in the world where such stress is laid on the science of selling as here in the United States. Some of the best foreign establishments are still copying their letters on a letter press and the chances are when the proprietor is out for a grand spree, he goes buggy riding over the week end. Their sales methods and business traditions are probably on a par. However, they will promptly tell you that they have an effective sales promotion organization if you should happen to ask. According to what they consider a sales organization, possibly they are right, but judged by our standards they are sadly ineffectual and deficient.

When the fundamental structure of the distributing organization has been set up, it is time to think carefully as to the manner in which the question of advertising should be handled. A fixed sum, arrived at after carefully determining the possibilities of the market, should be allotted to each country in which the possibilities warrant. Some manufacturers follow the erratic practice of meeting the demands of each foreign distributor; in other words—"stop his mouth when he hollers." This is never advisable because the result will be a crazy-quilt of agreements, details, clauses and an unintelligible mess as a whole. Moreover, the facts of the matter are that the whole selling and merchandising scheme is the rather complicated teamwork of many forces which must be coordinated to produce results. The better the coordination, the better the results. Advertising should begin to move the product as soon as it is placed in the market. If it does not, or if no sales efforts are put behind it, the dealers are wasting time and the manufacturer is losing business.

If coordination is important in that respect, it is also important that the advertising in different countries also be coordinated as far as possible. Nowadays people travel more than they did twenty-five or thirty years ago. There is unquestionably a benefit to be derived from having every advertisement anywhere in the world so made up that the general appearance and get-up immediately identifies it. The cumulative effect is also increased in this manner. Moreover, there are economies which naturally accrue from centralizing the work in the hands of a competent Export Agency.

Ridiculous Advertising Copy

IN CONSIDERING the advertising itself the question of copy for export, translations, effectiveness and sales value of each piece of

copy must be carefully scrutinized. It is almost impossible to give an understanding to a person who speaks only English of the peculiarly distorted language which results from the average translation. Of course, after a piece of American copy is translated into, say Spanish (so called), it can easily be rendered into the kind of English we ordinarily hear and there does not seem to be anything particularly wrong with it when rendered back into English. However, as a piece of Spanish copy it may be entirely useless. It may be as much of a "near Spanish" translation as the following is English:

"Gentlemen:

We beg to acknowledgment the receipt of your favor of the 12 October & samples contents of all which we have had our best attention for which we would thank you very much. On receipt of your samples, we are at once worked at our Market with our best, however, regret, we are not received any order from our regular clients till now, we think these prices too much high compare with other countries products but we are not fail now looking forward round the market & awaiting to meet to chance any good idea as soon as possible if we receipt any enquiries we are not fail we will wired you at once. We regretting to our inability at present & oblige, Yours truly,"

A great deal has been written about defective Spanish translations, poor Spanish copy, ineffective language, words to be avoided because of double meanings, and so forth. No two translators will render the same piece of copy in the same words, and, after all, much of this kind of controversy can be avoided by exercising a little common sense. It is not necessary to write a special advertisement for each Spanish-speaking country. It is true that there are variations in the manner of expressing a certain thought in the different Spanish speaking countries. All that is required, however, to make your "copy" effective, is to write correct Spanish. It will be clearly understood whether in the Argentine, Chile, Bolivia, Colombia or Spain itself. A parallel situation exists in the United States. A Bostonian speaks with a different accent from a New Yorker or a Hoosier, and yet, a good piece of English copy is effective in any state, if it is good copy.

We have, on the other hand, carefully trained "copy writers", well paid, capable men and women. We do not expect a factory hand, because he can speak the language, to be able to compose an effective advertisement. The strange thing is that while we know that it takes careful training to write copy, in the majority



LET LOWELL QUALITY PROTECT YOUR REPEAT SALES

Every progressive manufacturer of fly sprays realizes the detrimental effect of defective sprayers on the repeat sales of his product. But have you ever considered that the number of sprayers returned to you is but a small percentage of the "weak sisters" that are probably getting by with your product?

Defects may be of a minor nature, insufficient in the estimate of the consumer to occasion the return of the sprayer. But you know that any defect is more than likely to act as a sales deterrent. Then why not, particularly since it costs you nothing extra, protect your sales with Lowell sprayers?

They are—
GUARANTEED PERFECT
DOUBLE TESTED to make sure they are:

**MADE OF FINEST
MATERIALS**
**WELL KNOWN TO
YOUR TRADE**
**DELIVERED EXACTLY
WHEN YOU WANT
THEM.**

Write for samples and prices, or prices on making your sprayer in the thorough LOWELL way.

LOWELL SPECIALTY CO.

LOWELL

MICHIGAN



Pylakromes



**AGE-PROOF
COLORS FOR**

DEODORIZING BLOCKS

**SCARLET, RED, PINK, ORANGE, GREEN,
BLUE, VIOLET, BROWN, BLACK**

Free Samples on Request

PYLAM PRODUCTS CO.

Manufacturing Color Chemists
799 Greenwich St. New York City



A Large Opening Barrel

**EASY TO OPEN—QUICKLY RESEALED—
ABSOLUTELY LEAK PROOF—LIQUID TIGHT
RETURNABLE AND REUSEABLE—SECURE
AND STRONG—11" and 13" OPENING—
AMPLE STIRRING ROOM—that's what you get
IN BENETCO No. 8 Barrel.**

Write for further information

WILSON & BENNETT MFG. CO.
6536 S. Menard Ave., Chicago, Ill.



BENETCO

Steel Containers

Sales Representatives in All Principal Cities

of instances we let anyone who knows a little Spanish translate our Spanish advertising.

One very important roofing concern has an American Export Manager, who "knows a little Spanish" and writes the Spanish advertisements. They are notorious as samples of unintelligible hybridizations which are neither "fish nor fowl nor good red meat." In many instances they do not even make sense.

Correct Advertising Copy

THE terse, pointed, condensed, snappy sentence of the English language cannot be rendered into Spanish at all. Spanish is a language of indirection. It can only be made effective as it is made beautiful. The American mind admires and is impressed by the direct pointed statement. The Spanish mind is impressed by the cultured, not exactly elaborate, but carefully chosen statement where beauty of language is the prime requisite. When this is done, and double meaning words avoided, the result is adaptable to any country in the Spanish-speaking world.

Provided that the proper type of copy has been written, in choosing the proper media we must bear in mind the fact that they must be chosen with regard to their general consumer

appeal. We have two separate types of publications to consider: 1. Local newspapers and magazines; 2. Blanket Export Publications. In choosing the local newspapers, the advice of the local representatives will of necessity control. As far as the export publications, the export advertising agency is well prepared to make recommendations as to schedule, number of insertions and other detail, within the limits of the appropriation.

One word of caution is necessary to the advertiser with reference to a good many export publications which have practically no appeal to the consumer in a foreign country. They are edited by well meaning men who lack an understanding of the things that interest the man in a foreign country. These publications are very much in evidence in every place where the American traveller is likely to see them, on the steamer, at the consul's office, at the hotel, wherever the American manufacturer will be sure to see them. They are *not*, however, in evidence in the office of the local merchant.

In many instances the circulation agent possibly notices that a certain concern in that country receives several shipments of American merchandise. From the marks on the

The only guaranteed **Pine Oil Disinfectant**

with a constant coefficient of 4.5 by the Hygienic Laboratory Method and an unusually fine pine odor. Treated by patented process to prevent loss of strength. Retains original coefficient of 4.5 permanently.

Send for sample and prices of

Trade Mark
PINE-O-DER
Reg. U. S. Pat. Office

Sold in 55 gal. drums, 10 and 5 gal. cans to the trade.

H. & V. CHEMICAL PRODUCTS CORP., Inc.

Office—2123 Church Av., Brooklyn, N. Y.

Plant—Glendale, L. I.

Phone—Buckminster 7085

Paradichlorobenzene Perfumes

A COMPLETE line of perfume compounds, especially adapted for masking the harsh odor of paradichlorobenzene, has been developed in our laboratories. These odors include Carnation, Heliotrope, Lilac, New Mown Hay, Oriental, Heavy Rose, Sweet Rose, Trefle, Violet and Wisteria. All are priced at five dollars a pound, in from one to fifty pound lots, with the exception of Lilac, which sells at three fifty a pound.

Of these products, we especially recommend NEW MOWN HAY. It penetrates thoroughly into the chemical, blends perfectly, and *will not decompose*. Its perfume remains to the last. *May we submit a sample for your inspection?*

P. R. DREYER

26 CLIFF STREET

NEW YORK

Sole Representative of

Bertrand Freres, S. A.

GRASSE

FRANCE

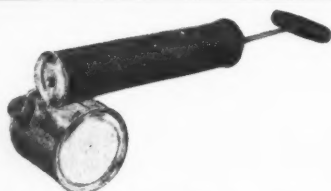
Sole Selling Agent for

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
Alger, Africa
Oil Geranium

H. RAAB & CO.
Roermond, Holland
Artificial Musk

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences



VOGEL INSECTICIDE SPRAYERS

A low priced sprayer that will
stand up under hard use.

Also VOGEL'S Continuous Insecticide Sprayer

Holders for
DEODORIZING BLOCKS

Decorated and Plain
TIN CANS

Special cans for the insecticide trade.
All shapes and sizes.

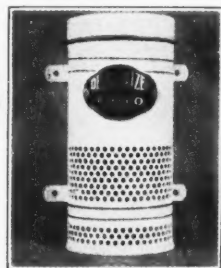
Send us your specifications and let us submit samples and prices

WILLIAM VOGEL & BROS., INC.

37-47 So. 9th Street

Brooklyn, N. Y.

IN BUSINESS OVER FIFTY YEARS.



Say you saw it in SOAP!

goods which he may have noticed at the docks, he obtains the merchant's address and sends his name in to the publication's headquarters requesting that the merchant be placed on the circulation list.

Possibly the local merchant may look over the first one or two copies, while the thing is new, but soon his interest subsides and subsequent copies go in the waste basket. There are few magazines and newspapers in foreign countries worthy of a contract for space. The field is nowhere as carefully covered as in the United States and the advertiser will do well to be on his guard that the local agent's recommendations in placing contracts for space are not colored by personal friendship.

Selling Seasonal Items

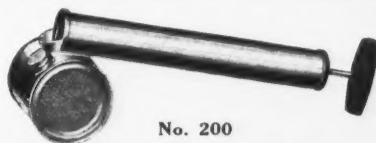
WE HAVE now reached the stage where sufficient preparations have been made to consider how these various forces should be brought to play in the actual campaign itself. Insecticides, being seasonable products, due regard must be had to the timing of the campaign. At least, one or two months before the season actually begins it is time to have the full campaign well laid out with a prospectus of the various advertisements on hand to show the dealers and jobbers in the given territories. At this time a letter should be sent by the local sales agent to every retailer in the territory, announcing the campaign and sending a copy of the prospectus and local schedule. The letter should also announce the first call from the agent's salesman.

Within the week, the agent's salesman should call with the full story on the campaign and armed with some special inducement, such as a good "deal" on a quantity basis. On the strength of the campaign an attempt should be made to place the product on every dealer's shelf. About this time, that is, one month before the actual "fly weather" the first consumer advertisement should appear in the local papers, pointing out that the season will soon be on and possibly offering a special consumer inducement in the nature of price concessions or "free goods" on all orders taken in the retail stores during a period of one or two weeks. The agent's salesmen should also arrange at the retail stores for demonstrations in the stores, with window and counter displays over the whole town to tie up with the newspaper advertising during the height of the insect season.

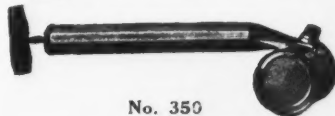
It should not be a very difficult thing to obtain the approval of the local sanitation office and a letter of indorsement from some import-



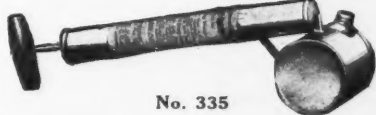
Put your sprayer problem up to the largest factory in the world manufacturing hand-operated sprayers and planters exclusively. Our fifty years' experience will guide you aright. If our large line does not include what you want, we will design a sprayer to your specifications, and it will be RIGHT.



No. 200



No. 350



No. 335

Four Improvements

Our new No. 200 Sprayer has four distinct improvements. There is a drip cup that keeps liquid from dripping on the floor or the person. The air and spray tubes are co-ordinated to produce a mist or fog that hangs in the air longer. Special processed leather plunger cups take hold instantly and give full spray volume. A vent in the can screw prevents siphoning and leakage when not in use.

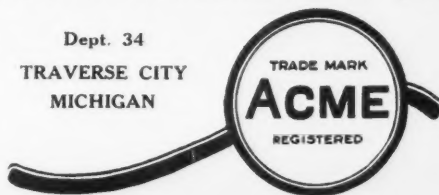
Every Acme is thoroughly tested and fully guaranteed.

Write for samples and prices

POTATO IMPLEMENT CO.

Dept. 34

TRAVERSE CITY
MICHIGAN



INSECT POWCO POWDER

BRAND

REG. U.S. PAT. OFF.

*Confidential technical service on PYRETHRUM
problems and PYRETHRUM products.*

Tested PYRETHRUM that assures true buying economy

JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK

CRESOL U.S.P.

*Cresylic
Acid*

*Phenol
U.S.P.*

Coal Tar Products
and
Creosote Oil

WM. E. JORDAN & BRO.

2590 Atlantic Avenue, Brooklyn, N. Y.

Telephone: Glenmore 7318-7319

KING & HOWE

IMPORTERS

MILLERS

CRUDE DRUGS
(K&H)

Insect Powder
*NOT BRANDED
NOT MIXED*

Three varieties—closed Dalmatian,
half-closed Dalmatian and Japan-
ese. Impalpable powder or coarse
mesh, ground by our own mills.

Insect Flowers

Allow us to quote you direct from
the go-downs of Japan and the inter-
ior collecting centers of Dalmatia.

KING & HOWE
75 FULTON ST. NEW YORK

Successors to New York Branch
McLAUGHLIN, GORMLEY, KING CO.

"Headquarters for Bulk Buyers"

PYRETHRUM

IF your problem concerns pyrethrum in any form—
our analytical and research laboratories are at your
service.

DEPENDABLE - GUARANTEED - SERVICE

by leaders in Pyrethrum Products
for almost half a century

Member



Mc CORMICK & CO INC BALTIMORE
MARYLAND

Say you saw it in SOAP!

ant local sanitation officer. The friendship and influence of the agent should materially help in this and the letter should be featured in the advertising during that week. House to house distribution of an effective booklet should be made at the same time, in charge of one of the agent's salesmen. It must be remembered that the success of such a campaign as I have outlined depends greatly on the coordination of the salesmen's efforts, the proper timing of the advertising, store displays and demonstrations and house to house distribution of booklets. Unless the various features operate simultaneously, a great deal of the effectiveness will be lost.

It is very important also to determine the key-note of the advertising. I believe that the greatest appeal of a liquid insecticide is its expediency. It works quickly. Nevertheless, the sensible, scientific way to work is to try out one city at a time and adjust the finer details in accordance with the experiences one meets with.

In conclusion, much depends on the support of the agent and the local dealers and to obtain this will require the exercise of a great deal of tact and "salesmanship" on the part of the export manager in charge of the campaign. Ask any one of the foreign dealers about their

selling methods and they will tell you that they know conditions locally and that scientific sales methods such as we use in the United States are all right here but they never will work in their country. It is a hard job to convince them of the fact that the contrary is true, that the same fundamental appeals which are successful in this country will be successful in the export field, with the only difference that they must be tactfully applied, courteously carried into operation. The job calls for discrimination and care, since no one can put it over by any "strong arm" methods. However, if the tactful export manager succeeds in convincing them and obtains their co-operation, the results will be a pleasant and profitable surprise for both.

Substances colored with methyl violet, victoria blue, fuchsine, safranin Y, indigo, brilliant green, chrysoidine Y, congo red R, methylene blue, auramine O, showed a resistance to moth attack decreasing in the order of the dyestuffs named, according to the *Textile Colorist*, 49, 89, 1927. The same order holds against the carpet beetle. In no case, was the wool completely protected by above colors. The addition of an insecticide to the dyes, however, gave complete protection.



The Robertson Compressed Air Sprayer

This is the *first* and *original* continuous sprayer ever put on the market. They are universally conceded to be the best ever made. Built from the highest quality of material and guaranteed to be perfect in operation and workmanship. All sprayers tested before leaving factory. Prices mailed on request.

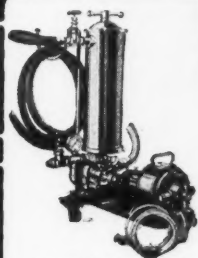
*Not like
ordinary
sprayers*

Manufactured by

JAECKH MANUFACTURING COMPANY

422 East Eighth St.

Cincinnati, Ohio



Internal Pressure Filter
with
Electric Motor

Hy-Speed

INTERNAL PRESSURE FILTERS

Manufacturers have found these machines especially adapted to filtering liquid soap. Filter direct into containers through self-closing nozzle, eliminating separate filling process. Cleaned for use with different liquid in two minutes. Capacity up to 300 gallons per hour. Other types and models for every filtering process. OVER 20,000 SOLD

Write for complete catalog of Liquid Handling Equipment.
ALSOP ENGINEERING CO., 47 W. 63rd St., N. Y. C.

We also manufacture a complete line of

- Portable Electric Mixers
- Electric Filter Tanks
- Vacuum Bottle Fillers
- Portable Electric Pumps
- Glass Coated Tanks

SOAP MACHINERY FOR SALE

*Sensational Offerings of Soap Machinery
in Guaranteed First-Class Working Condition*

Dryers

Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
Proctor & Schwartz Bar Soap Dryers
Condon & Huber Soap Chip Dryers.

Soap Crutchers

Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 #, 1200 #, 1350 #, 1500 #, 1800 #, 3000 #, 6000 #, & 10000 # cap.
Crutchers for floating soaps.

Soap Presses

Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

Grinders & Mixers

Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz-O'Neill Mills.

Soap Cutting Tables

Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.
Wooden Tables with and without self-spreader attachments.

Soap Slabbers

Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

Send us a list of your surplus equipment — We buy single items or complete plants

NEWMAN TALLOW & SOAP MACHINERY CO.

1051-1059 WEST 35TH STREET

CHICAGO, ILL.

Telephone—Boulevard 1650-1651

Toilet Soap Mills

2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.

Plodders

Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

Soap Powder Machinery

Blanchard #10-A & #14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

Filter Presses

Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".
International & Monopod Filters

Various Other Items

Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600 #, 1000 #, 1200 #, 1500 #, & 1800 # cap.
Automatic Soap Wrapping Machines.
Steel, Copper & Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling & Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot & aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines. Talcum Can Crimpers, etc.

FOR IMMEDIATE LIQUIDATION

These Items Priced to Sell Quickly!

CRUTCHERS—2-Jack. Vert. Steel.
CHIPPERS AND SLABBERS—1-6-Knife Chipper, 22" dia. 2-Slabbers, Huber & Houchin-Aiken.

DRYER—1-Houchin-Aiken Soap Chip Dryer 1200 # per hr.; complete with chilling rolls.

ENGINES—6-Steam Engines, 15 to 65 H.P.

BOILERS—6-25 to 150 Horiz. and Vert. 6-25 to 150 H. P. Horiz. and Vert.

EVAPORATOR—1-Garrigue Glycerine 48" dia., 3 section, complete with salting out pan, pumps, etc.

FILTER PRESSES—8-Filter Presses, Iron, 18 24, 30, 36 and 42 in. sq.

FRAMES—1200 and 1500 # capacity; steel sides.

STONE MILLS—1-18"x24", 4 roll.

MIXER—1-Broughton, size 2, Style A. 2000 # Soap Powder Mixer; 3 100 to 1000 #.

PRESSES—2 Houchin-Aiken Foot Presses; Empire State; 1 Jones Automatic; 1 Thos. Albright 300 ton Tankage Press complete with pump.

PUMPS—4 Worthington Duplex Steam; 9 Centrifugal and Rotary, Iron.

PLODDERS—4 6", 8" and 10" Houchin-Aiken.

TANKS AND KETTLES—30 Jack. Iron Kettles, 40-2000 gals.; 20 Steel Storage Tanks, 100-12000 gals.; 10 Copper and Alum. Jack. Kettles, 10 to 200 gals.; 4 Vert. Copper Storage Tanks, 1400 gals.

TWO SMALL COMPLETE PLANTS FOR SALE!

We are always in the market for good machinery from single items to complete plants!

STEIN-BRILL CORP.

25 CHURCH STREET

PHONE!

New York City

WRITE!

Phones—Rector 3168-9

Buy Used Machinery

only from a

Reliable Company

- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30"
- 8 Crutchers—Dopp & H-A — Strunz — 1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6"
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42"
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

**SEND FOR OUR LIST
SELL US YOUR IDLE EQUIPMENT**

Consolidated Products Co., Inc.
15 Park Row, New York City

Barclay 0603

Say you saw it in SOAP!

